The Pennsylvania State University Libraries Microfilm Collection

START

MICROFILMED 1998

Penn State University Libraries
University Park, PA 16802-1805

USAIN STATE AND LOCAL LITERATURE PRESERVATION PROJECT: PENNSYLVANIA

Pattee Library

Funded by the

NATIONAL ENDOWMENT FOR THE HUMANITIES

Reproductions may not be made without permission from The Pennsylvania State University Libraries

Pennsylvania Agricultural Literature on Microfilm

COPYRIGHT STATEMENT

The copyright law of the United States - Title 17, United States Code - concerns the making of photocopies or other reproductions of copyrighted material.

Under certain conditions specified in the law, libraries and archives are authorized to furnish a photocopy or other reproduction. One of these specified conditions is that the photocopy or other reproduction is not to be "used for any purpose other than private study, scholarship, or research." If a user makes a request for, or later uses, a photocopy or reproduction for purposes in excess of "fair use," that user may be liable for copyright infringement.

This institution reserves the right to refuse to accept a copy order if, in its judgement, fulfillment of the order would involve violation of the copyright law.

Master Negative Storage Number

PSt SNPaAg153

CONTENTS OF REEL 153

1) The Tobacco world, v. 22, no. 1-20, 22-26
   January 1, 1902 – June 25, 1902
   MNS# PSt SNPaAg153.1

Title: The Tobacco world, v.22, no. 1-20, 22-26

Place of Publication: Philadelphia, Pa.

Copyright Date: January 1, 1902 – June 25, 1902

Master Negative Storage Number: MNS# PSt SNPaAg153.1

<2112602> * Form:serial 2 Input:HHS Edit:FMD
008 ENT: 980724 TYP: d DT1: 19uu DT2: 19uu FRE: m LAN: eng
037 PSt SNPaAg153.1-190.5 $bPreservation Office, The Pennsylvania State University, Pattee Library, University Park, Pa 16802-1805
090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
590 Archival master stored at National Agricultural Library, Beltsville, MD : print master stored at remote facility
650 0 Tobacco industry $xPeriodicals
650 0 Tobacco $xPeriodicals
780 80 $tTobacco age
830 0 USAIN state and local literature preservation project $pPennsylvania
830 0 Pennsylvania agricultural literature on microfilm

FILMED WHOLE OR IN
PART FROM A COPY
BORROWED FROM:

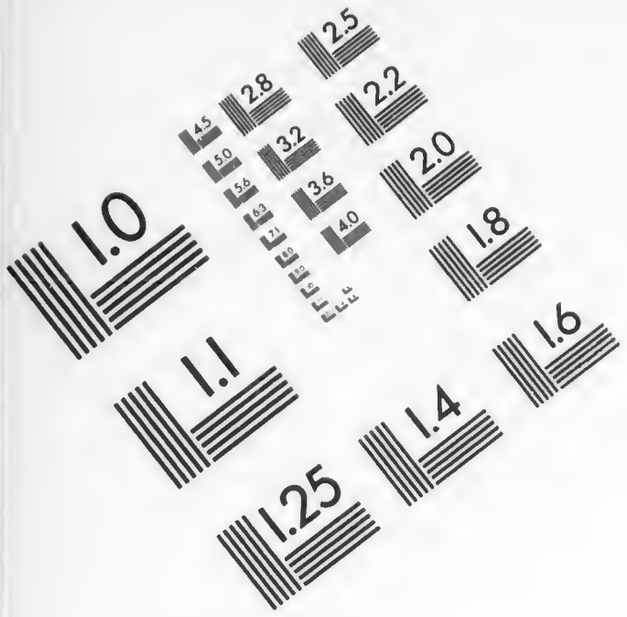
National Agricultural
Library

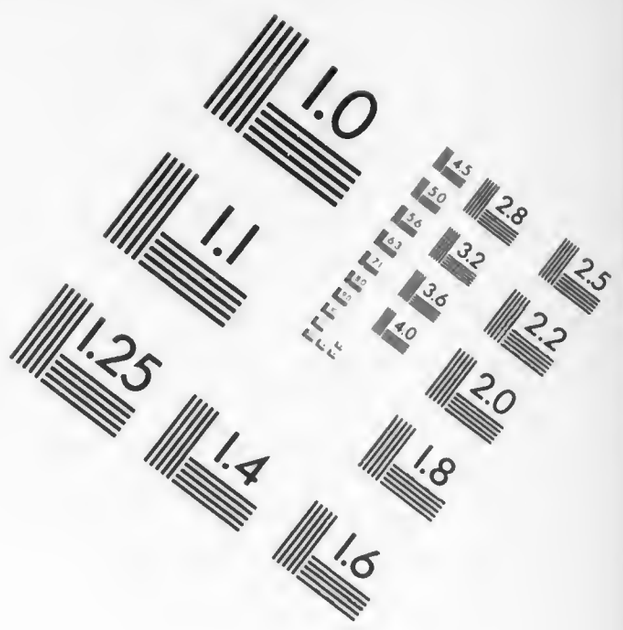
Microfilmed By:

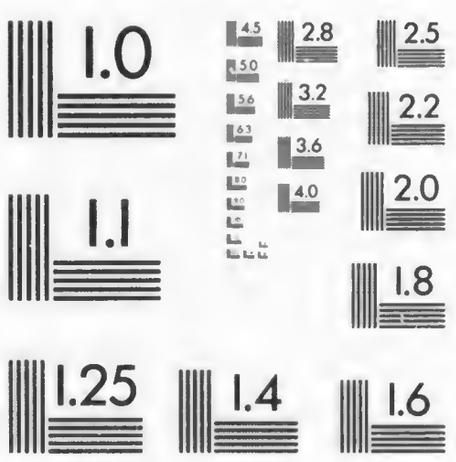
Challenge Industries
402 E.State St
P.O. Box 599
Ithaca NY 14851-0599

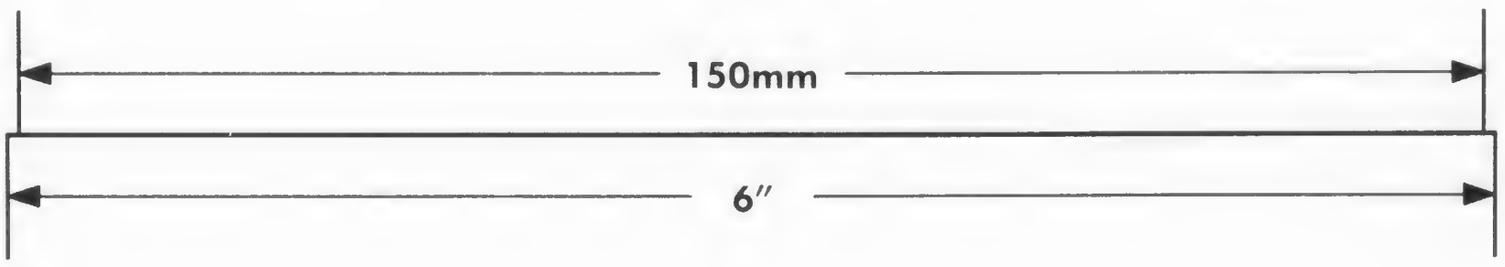
phone (607)272-8990
fax (607)277-7865
www.lightlink.com/challind/micro1.htm

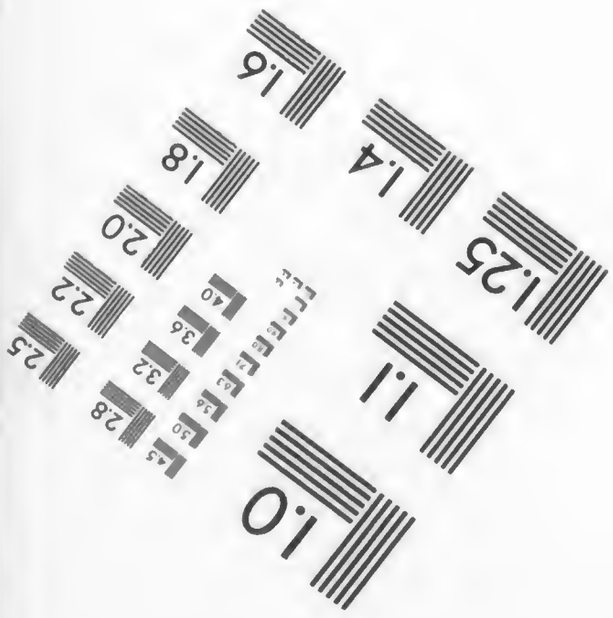
IMAGE EVALUATION
TEST TARGET (QA–3)





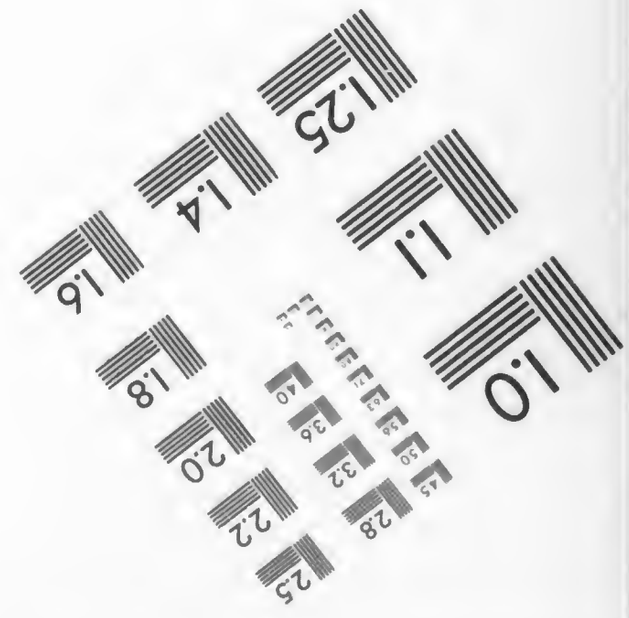






APPLIED IMAGE, Inc
1653 East Main Street
Rochester, NY 14609 USA
Phone: 716/482-0300
Fax: 716/288-5989

© 1993, Applied Image, Inc., All Rights Reserved



SOME PAGES IN THE ORIGINAL CONTAIN FLAWS AND OTHER DEFECTS WHICH APPEAR ON THE FILM

The Tabacco World

Missing:

Volume 22, no. 21, 1902

Volume 22, no. 34, 1902

Volume 22, no. 52, 1902

Volume 24, no. 43, 1904

Volume 25, no. 45, 1905

Volume 26, no. 43, 1906

Volume 26, no. 49, 1906

Volume 26, no. 51-52, 1906

Volume 28, no. 12, 1908

Volume 63, no. 7-12, 1943

Volume 64, 1944

Volume 22
no. 1-20, 22-26
January 1, 1902 –
June 25, 1902

LIBRARY.
RECEIVED
JAN 1 1902
Department Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol XXII., No. 1. | PHILADELPHIA, JANUARY 1, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We do not claim that we are the

Only good packers of

ZIMMER SPANISH

but we DO claim that

Our Packing of the

1900 Crop

ZIMMER

SPANISH

Cannot be Surpassed

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Laverge & Schneider,

Importers of Sumatra,

No. 2 Burling Slip,

New York,

Extend to The Entire Trade

Their Best Wishes

for

A Happy and A Prosperous

New Year.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

MUTILATED PAGE

E. A. CÁLVES & CO. HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

Laverge & Schneider,

Importers of Sumatra,

No. 2 Burling Slip,

New York,

Extend to The Entire Trade

Their Best Wishes

for

A Happy and A Prosperous

New Year.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE
MUTILATED PAGE

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter I.—The Truth About the Discovery of Tobacco.

By SIGMUND ROSENWALD, of E. Rosenwald & Bro.

Like my brother historians Prescott, Motley and Lea, I too have delved into the Spanish state archives preserved at Simancas, and I, too, am able, as the result of my industry, to announce a discovery which is just as important as any of those made by any one of them And inasmuch as my "find" has a direct relation to the great tobacco trade and moreover goes back to the very beginnings of things, I hasten to put it on paper as my own contribution to the Comic History of Tobacco.

The accepted account of the discovery of tobacco relates that when Columbus landed at Santo Domingo, on his first voyage, he found a number of red men seated around a hole in the ground drawing smoke into their mouths from a mass of glowing embers, each through his own little wheatstraw. This is all cobwebs, moonshine and fakery.

At Simancas there is a parchment, now yellow with the centuries that have passed over its slumbers, which tells the true story. The parchment is written in excellent Hebrew script and bears the signature of Abraham Senior and the date June 18, 1487, just five years before Columbus landed on this side the Atlantic. Abraham Senior was the financier of Queen Isabella of Spain, and was not only an honest man but one who loved his own people well. He was the Bleichroeder of his time. Bismarck hated Bleichroeder but could not do without him. Queen Isabella had no love for her Jewish banker either, but he was the most honest man within reach and so she trusted him. The talk of expelling the Jews from Spain which had begun before 1480 had been revived in that year and was in every Castilian mouth. It grew by its own violence as all windy things do, and in 1487, when Malaga was captured by Queen Isabella's troops, Abraham Senior from Madrid was glad to redeem 450 of his co-religionists upon the payment of 20,000 doubloons of his own money. The five years that followed were the worst Spain ever knew. According to the sobersided historians all the industrious, enterprising and capable Jews, and all the equally industrious, enterprising and capable Moors were badgered and butchered, plundered and burned wherever they were found. One story has it that in 1492, the very year of the Discovery, 800,000 Jews were driven out of Spain with every cruelty that a bloodthirsty majority could invent. M. Isidore Loeb, in the Revue des Etudes Juives, published at Paris in 1887, went over the whole ground and computed that this number was just 635 000 in excess of the truth; in other words M. Loeb found that the whole number of Jews expelled from Spain in 1492 was not 800,000 but only 165,000.

MR. SIGMUND ROSENWALD.

Monsieur Loeb should have gone to Simancas for the facts. He would have anticipated me, it is true, but I should not have resented that, because there would still have been left there enough to reward my own labors. But the French scholar didn't pore over the manuscripts at Simancas and I did. The manuscript in the hand of Queen Isabella's financier is a statement of moneys paid out by him, between the years 1480 and 1491, when he died, for the transportation of ship load after shipload of Spanish Jews to what he calls "islas transatlanticas."

"Transatlantic isles." Can't you see how this wise old gentleman, who held Queen Isabella's purse and had besides a very fat one of his own, was all the while helping his people out of harm's way?

"Transatlantic isles." Oh, certainly. Columbus was the first to discover America, and to be sure it was a Piute Indian who first found out the uses of tobacco, that subtle essence which defies chemistry and gives the poets stunts to do if they would be just to it One is as true as the other? No, indeed. One is as false as the other, is the proper way to put it.

It was not Queen Isabella's jewels that paid for the first expedition to outfit for America, but Abraham Senior's bank roll. It was not Columbus, the penniless adventurer, but many thousands of farsighted Jews with pockets providently well lined with the yellow gold of old Spain that first saw the shores of these transatlantic isles, and it was not a filthy Indian but a learned Jew who first searched out the mysteries and virtues of that plant which all subsequent times have called divine.

When Columbus landed on these shores, it is true he found a race which dressed itself in feathers, painted its cheeks and wore much and even overmuch gold and jewelry, especially jewelry. They were masquerading and what they wore were but disguises put on for the occasion, for when the news spread that strangers were arrived in ships flying the Spanish flag, it was thought they were troops come to plunder and murder in the good old way, and Abraham Senior's "exodusters" had had a sufficiency of that sort of thing on the other side of the Atlantic and wanted no more of it. Can we blame them?

Habiting themselves, then, as Indians, these long established Jewish tobacco merchants of that period, settled and doing business in Santo Domingo, in Cuba and in Virginia welcomed Columbus and those who came after him, and out of the kindness of their hearts, and also in the way of business, and especially and emphatically in the way of business, taught them how to smoke and how to snuff and chew. How well their descendants have known how to keep on doing a profitable business in tobacco has been history for over four hundred years.

This is history as it should be written. All the other tales spread out on paper by the grave and tedious gentlemen who never crack a smile are, as I have said, merely cobwebs and moonshine and fakery.

And, how grateful we should be to those gentlemen at Simancas who have kept intact for us for over four centuries the manuscript of Abraham Senior, and yet I grieve that the rules of the Simancas office prohibit my photographing that precious document for reproduction here. Truly, it would be the most interesting and valuable of what lawyers call "exhibits".

[Chap. 2, "The Very First Cigar of All," by Mr. Harry S. Rothschild, Secretary and Treasurer of the Waldorf-Astoria Segar Co., will appear next week.]

FOUNDED 1856.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana & Sumatra,

Packers of Leaf Tobacco,

VUELTA ARRIBA

D&T

107 Arch St. PHILADELPHIA

LEWIS BREMER'S SONS,

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco,

322 and 324 North Third Street, Philadelphia.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia.

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* Tobacco

232 North Third St., Phila.

Geo. Burghard

IMPORTER OF

Sumatra and Havana

and Packer of Leaf Tobacco

238 North Third Street, Phila.

L. G. HAEUSSERMANN.

Dealer in and Packer of

Leaf Tobacco,

No. 23 North Third Street,

PHILADELPHIA.

K. STRAUS & CO.

IMPORTERS OF

122 NORTH 3rd ST.

K. STRAUS

A. LOEB

PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 163 North Second Street,

PHILADELPHIA

BENJ. LABE. JACOB LABE. SIDNEY LABE.

BENJ. LABE & SONS,

IMPORTERS OF

SUMATRA and HAVANA

Packers and Dealers in LEAF TOBACCO.

Nos. 231 and 233 N. Third Street,

PHILADELPHIA, PA

LEOPOLD LOEB.

LEOPOLD LOEB & CO.

Importers of Sumatra & Havana

AND Packers of Leaf Tobacco

306 North Third St., Phila.

HIPPLE BROS.

Importers and Packers of and Dealers in *Leaf Tobacco*

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO

S. Grabosky, Proprietor 118 N. 3d St. Phila.

YOUNG & NEWMAN,

211 NORTH THIRD ST., PHILADELPHIA

IMPORTERS of SUMATRA & HAVANA Packers of Seed Leaf.

Y & N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

J. A. RESS' POPULAR STORE, CANAL DOVER, O.

One of the most popular stores in the state of Ohio, outside of those in the larger cities, is that of J. A Ress, at Canal Dover, of which the accompanying illustration will give a very fair idea. Although a comparatively small place, the success of Mr. Ress is proof beyond question that a well-appointed establishment can be profitably maintained in even the smaller places.

Mr. Ress has long been a resident of this town as a cigar manufacturer, and a few years ago he conceived the idea of establishing an up-to-date retail department in connection with his business. Having already secured a desirable location, he immediately proceeded to equip it in a modern manner, and has given it every essential necessary to insure comfort to his patrons and thorough attractiveness in its appearance. The furnishings are all of hard wood, consisting of counter and wall cases. The counters, as will be observed, are well filled with show cases extending the full length of the store. On the one side are wall cases which are being used for the display of tobaccos and cigars, while on the other side is a series of wall cases used for the display of pipes, of which his line is an extensive one.

The interior is prettily decorated, and is illuminated with incandescent lights. In the rear of the retail department is a packing and shipping room, while on the upper floors of the building are the main work rooms. The domestic cigars are nearly all of Mr. Ress' own manufacture, including several brands which have gained considerable popularity in his section of the state. A small yet choice line of higher grade goods is also offered for the more fastidious connoisseur.

Pennsylvania Tobacco Growers in Council.

Special Meeting of the Lancaster County Tobacco Growers' Association—Interesting Letters from Congressman Cassel and Prof. Whitney—Resolutions Opposing Tariff Tinkering Adopted Unanimously.

A special meeting of the Lancaster County Tobacco Growers' Association was held in G. A. R. Hall, Lancaster, on Tuesday afternoon, December 24. President B. Ezra Herr occupied the chair, and Capt. J. R. Bricker, of Lititz, was chosen secretary pro tem.

President Herr outlined the object of the meeting, to take action in relation to the proposed removal by Congress of the tariff on Cuban tobacco, and then read the following letter from Congressman H. Burd Cassel:

Mr. Cassel's Letter.

The Tobacco Growers' Association of Lancaster County:

Gentlemen: At the suggestion of Mr. M. L. Greider, a member of your Association, I called yesterday upon Mr. Wilson, Secretary of Agriculture. After discussing with him fully the matter of the raising of tobacco in Pennsylvania, and especially in Lancaster County, he referred me to Mr. Whitney, Chief of the Division of Soils. Mr. Whitney was not in, but I discussed the matter with his secretary for an hour or more with the result of receiving from Mr. Whitney a letter which I beg to enclose herewith. I find that the department is very anxious to experiment in the raising of tobacco and is desirous of making the crop a profitable one in our county. The officials here, however, feel that our soil is better adapted for the growing of filler tobacco than any other. I have arranged with the Department to secure quite a number of packages of seeds of several kinds and shall be pleased to receive your suggestions as to the distribution of the same. If you will direct me as to your further wishes in reference to this matter, I shall be very much pleased to do what I can to promote them, or if you will appoint a committee to come down here and act with me in going to the Department I shall be glad to co-operate with them.

I want to assure you that nothing will be too much trouble to me to serve the tobacco growers of Lancaster county.

Awaiting your further instructions, I beg to remain,

Yours very respectfully,

H. BURD CASSEL.

Mr. Cassel was present at the meeting although, when the above letter was written, he did not expect to be able to meet the tobacco growers. The letter from Mr. Whitney, above referred to, was as follows:

Prof. Whitney's Letter.

United States Department of Agriculture,
Bureau of Soils,
Washington, D. C., Dec. 12, 1901.
H. Burd Cassel.

Sir: I regret very much that I did not see you when you called, and I shall hope to meet you in the near future.

We have done a great deal of work in the tobacco districts of Pennsylvania. Last year we made a soil survey and map of about 270 square miles in the heart of Lancaster county. This map, with the accompanying report, will be published probably in February. This

SUPERIOR GRADES of Sumatra, Havana and Domestic TOBACCO

B. Liberman, WHOLESALE AND RETAIL 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana. Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.

Long Distance Telephone, 4048 A.

MUTILATED PAGE

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

"Flor de Roedel"

High Grade 10-cent Cigars

Are Known for their Uniformity.

Samples sent to Responsible Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

EISENLOHR'S

Cinco

Philadelphia. Cigars

HAVANA CIGAR FACTORY PHILADELPHIA El Zeno

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box.

15 North Tenth St.

PHILADELPHIA.

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

BECKER'S

TABERNERO

Factory, 1215 N. 9th St

925 Girard Ave.

5c. CIGAR

Made in Philadelphia by American workmen.

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,

Sixth & Race Sts.

Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 527 Chestnut St., Philada.

MATINEE

AND

Three Black Kids

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

Leberstein Bros. Makers of **La Volga** 5-cent cigar

103 North 2d St. Philada.

Haynie Cigar Co.

Manufacturers of

Haynie's Special

PHILADELPHIA. 5c. Cigar

H. C. Albright & Co. Importers and Packers of **Leaf Tobacco**

No. 150 Front Street, New York.

year we extend the survey as far north as Harrisburg, taking in a considerable part of Dauphin and Lebanon counties. This map will not be published before next fall.

With the soil survey as a basis, I, last spring, organized and sent to Lancaster a tobacco party. There we introduced a new method of fermentation, this is the "bulk method," which is used in Florida, Cuba and Sumatra, and which we successfully applied to the Pennsylvania crop, doing away with the "black rot," which has been so destructive in that State. Besides this, the tobacco is cured more uniformly, and the packers are enabled to put their crops upon the market from six to eight months earlier than when they use the "case method" of fermentation.

I do not favor the introduction of Sumatra tobacco in Pennsylvania, for the reason that most of their soils are too heavy, being suited to a filler leaf rather than a wrapper. Nevertheless, it might be possible to grow the Sumatra on what we called the "Edgement stony loam," and possibly on the "Hagerstown shale loam," although I am much more doubtful of this than of the former soil. I think the Pennsylvania tobacco industry has suffered of late years through the attempts to grow wrapper goods. In my opinion, the opportunity for the growers in that State is to raise a more desirable filler than they now produce. I pointed out long ago that the soil is similar to that of the Remedios district of Cuba, where a very fine filler leaf is produced, and from the type of tobacco grown in Lancaster county I believe that it is possible to raise the Cuban type, giving a smaller and thinner leaf with a more desirable aroma. The Cuban filler sells for about $1.50 a pound. There is a duty on it of forty cents a pound. The Pennsylvania leaf sells for from seven to nine cents a pound. Now I think there is ample margin here for profit to the Pennsylvania grower in the production of a filler leaf of Cuban style. So impressed was I with the opportunities in this line that in the early spring I arranged with several persons in the Lancaster county district to raise some tobacco from Cuban seed under our direction. These crops have matured and have been harvested, and are now awaiting fermentation. Just as soon as we can arrange for warehouse room we shall ferment the product in the most careful manner. I cannot tell as yet with any certainty what the results will be, and I cannot plan for the extension of this work until the results are known. We shall be able to judge of the success of this experiment some time during the present winter, soon enough to plan other work, if it seems desirable and we are able to give it attention next season.

I am sorry that I have not a copy of the Pennsylvania soil map that I could send you. I sent the only available copy to Captain John R Bricker, of Lititz, Pa., together with a copy of the report which is to be issued. It is probable that he will be in attendance at the meeting of the tobacco growers, and that you can get hold of this map, or that he can make a statement as to the results of the work.

I trust this statement of the work that has been done and of the direction which it is taking will be satisfactory to you. I hope to meet you soon and confer more fully with you about the matter

Respectfully,

MILTON WHITNEY,

Chief of Bureau.

General Discussion.

The Society then took up the question, and it was discussed by many of those present.

F. R. Diffenderfer pointed out several errors in Prof. Whitney's letter: Instead of the Cuban filler tobacco selling for $1.50 per pound, it now brings from $1 to $1.20, and that the duty is thirty-five cents instead of fifty cents, and the duty on Cuban wrappers is $1.85 instead of $1.75.

As to the advisability of raising wrapper tobacco in Lancaster county, Mr. Bricker said that it could only be raised in certain soil and under certain conditions. He had found several crops raised in the northern end of the county in the red sand stone along Sand Hill, that, he said, would compare favorably with any wrapper tobacco raised in the United States. Mr. Bricker then praised the efforts put forth by the Department of Agriculture at Washington to improve the tobacco crop in the county. One most valuable thing it has accomplished, he said, was to prove the value of sweating tobacco in bulk, by which process the black rot has been stamped out. Tobacco raised under canvas, the speaker thought, will rapidly improve the crop in this country. The speaker added another suggestion, that more care should be given to the roots of the plant. The Department intends to make careful experiments in this direction, as it is believed that the proper care of the roots has been neglected.

M. L. Greider said that two acres on the experimental station were planted with Cuban seed tobacco. The rows were 33 inches apart, and the plants were set twelve inches apart on the row. The plants grew to a height of four feet and more, with leaves averaging twelve inches in length. The crop would average, according to the speaker's estimate, over 1,200 pounds per acre.

(Concluded on p. 33.)

R. L. B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK

Importers of Sumatra Tobacco

Cable Address: "HERE."

Joseph Hirsch & Son

O. Z. VOORBURGWAL 227 **Office, 183 Water St.**

Amsterdam, Holland. NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

MUTILATED PAGE

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $5.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 1, 1902.

The Comic History of Tobacco By Divers Hands.

We counsel the readers of The Comic History of Tobacco by Divers hands:—

First. To preserve every chapter. Each chapter may be read with pleasure and profit, not once, but again and again.

In order that the proper preservation of each chapter may be insured THE TOBACCO WORLD is prepared to supply its patent binder. The binder will be sent to any address upon receipt of $1. postage prepaid.

WHO IS YOUR FAVORITE CONTRIBUTOR?

Secondly. Readers are counseled to preserve each chapter of The Comic History of Tobacco By Divers Hands in order that they may proceed with intelligence in the vote which is to be taken immediately upon the publication of the last of the fifty-two chapters, to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers.

To the contributor receiving the largest number of votes will be presented a complete file of THE TOBACCO WORLD for 1902, handsomely bound in morocco.

You may vote at any time but no vote will be counted unless it comes to THE TOBACCO WORLD upon the coupon which will be printed in the columns of THE TOBACCO WORLD in ample time for all to have an opportunity to record their choice.

Thirdly. Announcement of coming chapters will be made quarterly in advance in THE TOBACCO WORLD. The publishers cannot undertake to supply back numbers. Therefore order in advance in each instance. Single copies, 6 cents, will be sent to any address on receipt of the proper amount in postage stamps.

Fourthly. And now for a year of jollity. The Comic History of Tobacco by Divers Hands begins with this number of THE TOBACCO WORLD, with the chapter entitled "The Truth About the Discovery of Tobacco," by Mr. Sigmund Rosenwald.

Don't fail to read this and every other chapter of this most amusing and readable serial.

The States from the Cigar Man's Point of View.

VIII.

NEVADA.

The cigar manufacturers of the United States have a just grievance against the Congress of the United States, because it is owing to the bad laws regulating the allotment of public lands in Nevada that that state is not now filled with a large population of tobacco loving citizens.

From the cigar man's point of view Nevada is the worst state in the Union, and it will probably never be anything else until a way is found to annul or at least amend the bad laws to which reference has been made. Those laws have blighted a future which was at one time full of very bright promise. And yet Nevada's golden achievement was in every mouth in the Aladdin-like days of the big bonanzas, when Mackay and Flood and O'Brien and Ralston and Sharon and the rest of them, were bringing more silver from the bowels of Nevada than the strong places of San Francisco could hold; when every town on the Pacific Coast was in such a state of money flushness as no other congeries of communities in the whole history of the world had seen; when the best of everything on earth was barely good enough for even the simplest people in that strange world of newly, maddeningly rich hotch potch of human entities.

And to think that on New Year's Day, scarcely more than a quarter of a century since those bonanza times in poor little Nevada one has to write "It didn't last, because Congress didn't know how to fix things so as to insure a succession of farming people to take the vacant and yet fertile lands."

Silver and gold pass, but the grass and all the other green things remain and come again and again to feed the children of men and all other creatures, but there are now so few in Nevada to coax them out of the ground. Alas!

The cigar industry relies for prosperity upon the prosperity of people with regular incomes, not upon that of those with whom the possession of money is an accident. The lucky gambler will spend more for a single cigar than the prudent man who always has money will spend, but every retailer in the world will agree that the second man is the more desirable customer, because he comes oftener. There are mighty few of him in Nevada. If there were the normal number Nevada would be a smaller California, for the Nevadans have a cultivated taste in the matter of cigars. The Nevadans of fifty and forty and thirty years ago knew good cigars when they found them. They had had the same education in this matter that the smokers of California had had, and they had plenty of money to pay for good cigars. So long as the bonanza mines panned out they did pay for them, and many millions of them, but afterward when the dream faded and the wise rich moved away those who remained could buy very few cigars. Their successors of to day buy still less, and it is possible, unless agriculture revives in Nevada, that the next generation will not buy any at all.

Let us all pray that long before that time arrives Congress will undo the wrongs it has committed in the past against this naturally rich state. Then the future chronicler of events in the world of tobacco will have a happier tale to tell of Nevada than has fallen to the lot of the present chronicler.

The November Output.

Pennsylvania leads in the output of cigars during the month of November, with 21,903,857 more than any other state. The total output for the month for the four districts having been 146,846,436 as follows:

District	Cigars
First	46,038,200
Ninth	69,126,900
Twelfth	2,629,646
Twenty-third	28,851,690

The figures, however, show a decrease, as compared with November, 1900, of 1,687,914. In this respect the First District suffered the most severely. Its decrease was 3,709,950, while the other three districts showed a gain, making the net decrease as above stated.

The New York output was phenomenally large: 124,742,629 as compared with 108,125,807 during November, 1900—a gain of 18 616,822. The largest increase was in the Third District, and amounted to 12,750,141.

The figures taken from Internal Revenue Returns show that Ohio had an output during November, 1901, of 53,202,600, and in November, 1900, 58,440,991, showing a decrease in November, 1901, of 5,238,391. In the First District of Ohio there was a decrease of 6,697,475, while in the Tenth, Eleventh, and Eighteenth Districts there was an increase.

Illinois shows a wholesome progress, with a total output during November, 1901, of 26,679,756, compared with 24,086,197 in November, 1900, or an increase of 2,593,559. All of its four districts shared in the increase in about equal proportions.

The ill effect of labor disturbances during the past year in Florida is also plainly perceptible from its report of the cigar output, which has decreased 3,077,654 during November, 1901, as compared with November, 1900.

During the five months, ending November 30. 1901, of the present fiscal year, the total decrease in Florida as compared with a similar period in 1900, was 16.431,524.

Michigan came next, with an output in November of 18,348,993, an increase over the same month of last year of 1,401,783.

New Jersey's output of 20,509,290 in November, 1901, was an increase of 8,782,985 over the output of November, 1900.

Wisconsin's total for the month was 8.637.660. a gain of 2 366.255.

SPECIAL NOTICES.
(Ten cents per 8-pt measured line)

AN old established and favorably known New York cigar manufacturing firm, doing a good business, desires an active partner with $10,000 or $15,000 capital. Correspondence strictly confidential.
Address ACTIVE,
New York Office of The Tobacco World, 1-1 11 Burling Slip.

FOR SALE.—A well-known New York cigar factory, selling leading jobbers. Satisfactory reasons given for selling. Principals only. Correspondence confidential. Address D. W.,
New York Office of The Tobacco World, 1-1 11 Burling Slip.

WANTED.—By a Sumatra Importing House, a good Salesman for New York City and part of New Jersey and New York State. Experience necessary. Answer A. B. C.,
New York Office of The Tobacco World, 11 Burling Slip.

WANTED—Good reliable man having full knowledge of manufacturing long cut tobacco; highest recommendation necessary. Address
MANUFACTURER, Box 142,
12-11-4. Care of The Tobacco World.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

WANTED.—A Leaf Tobacco Salesman for the West. Must have experience and trade. Liberal inducements to right party. Address HUSTLER,
Care of The Tobacco World New York Office, No. 11 Burling Slip.
12-25

WHEN IN NEED of any machines tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

10,000 CIGARS, made for parties now out of business, for sale at sacrifice figures. Warranted all Havana, long filler, Londres size. Address
A. D. KILLHEFFER,
Manufacturer of Fine Cigars,
1-1tf Millersville, Pa.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

WANTED.—Cigarmaker wants position as Leaf Tobacco Salesman for Eastern Pennsylvania. CIGARMAKER, Box 140
1 Office of The Tobacco World, Phila.

WANTED.—An energetic and experienced Cigar Foreman.
Address S. R. MOSS,
12-18-2 Lancaster, Pa.

WANTED. — Zinc-lined Cases — any size. A. D. KILLHEFFER,
1-1-tf Cigar Mfr., Millersville, Pa.

THE COMIC HISTORY
—OF—
TOBACCO
By Divers Hands

Following is a list of the **First Thirteen Chapters** of this Most Readable and Amusing Serial, to be published throughout **1902**, only in ***The Tobacco World:***

CHAPTER I—JANUARY 1
THE TRUTH About the Discovery of Tobacco,
By SIGMUND ROSENWALD, of E. Rosenwald & Bro.

CHAPTER II—JANUARY 8
The Very First Cigar of All,
By HARRY S. ROTHSCHILD, Secretary and Treasurer of the Waldorf-Astoria Segar Co.

CHAPTER III—JANUARY 15
THE AGGRAVATING SUPERIORITIES of Sir Walter Raleigh,
By CHARLES K. FAUCETTE, of the Consolidated Tobacco Company

CHAPTER IV—JANUARY 22
Time Makes Clear One Scotsman's Joke,
By JOSEPH F. CULLMAN, of Cullman Brothers.

CHAPTER V—JANUARY 29
Not a Pursuit---A Passion,
By JOHN R. YOUNG, of Young & Newman.

CHAPTER VI—FEBRUARY 5
How the Hurons Checked Competition,
By FRANK M. ARGUIMBAU, of Schroeder & Arguimbau.

CHAPTER VII—FEBRUARY 12
NO HEAVEN WITHOUT TOBACCO,
By JOHN H. DUYS, of H. Duys, Jr.

CHAPTER VIII—FEBRUARY 19
How Tobacco Saved the Day for Good Morals in New Amsterdam in the Olden Time,
By NICHOLAS WITSCH, of the American Lithographic Co.

CHAPTER IX—FEBRUARY 26
ALI WAD FADLALLA and the Panglima's Gingerbread Bride,
By FERDINAND CRANZ, of F. & E. Cranz.

CHAPTER X—MARCH 5
The Purchasing Power of a Cigar,
By CHARLES FOX and NORBERTO CUEVA, of F. Miranda & Co.

CHAPTER XI—MARCH 12
The Tobacco Drummer Who Became a Saint,
By J. EDWARD COWLES, of Austin, Nichols & Co.

CHAPTER XII—MARCH 19
NATURE AS A HUMORIST,
By W. H. MCALISTER, Secretary of The Continental Tobacco Company.

CHAPTER XIII—MARCH 26
A CELEBRATED CASE,
By JOSEPH B. WERTHEIM, of E. M. Schwarz & Co.

If you have not already sent in your subscription, do so at once, and make sure of

A Year of Jollity.

Subscription Price, $2.00 per year. ***Single Copies, 6 cents.***

The publishers of THE TOBACCO WORLD cannot undertake to supply back numbers. Send your order in advance.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

Sar-Alvarez Cigar Co. Inc.

71st St. & Avenue A, New York.

MAKERS OF

EXQUISITE HAVANA CIGARS

FACTORY 74,

Key West, Fla.

LEADING BRANDS:

"La Satisfecha," "Flor de Augusto," "El Caracter," "Sar-Alvarez Bouquet."

DISTRIBUTERS:

G. R. Newell & Co., Minneapolis, Minn.
L. K. Newman, St. Paul, Minn.
John G. Clarkson & Co., Bay City, Mich.
E. C. Cochrane & Co., Buffalo, N. Y.
Matthew Wagner & Son, Buffalo, N. Y.
Saunders & Chambers, Richmond, Va.
Cobb, Aldrich & Co., Boston, Mass.
Oakford & Fahnstock, Peoria, Ill.
H. Ferbstein, Akron, O.
William Miller & Co., Wilkesbarre, Pa.
P. E. Desvernine & Co., New York
Stevens & Lockart, Utica, N. Y.
H. T. Offterdinger, Washington, D. C.

Goods Sold Wholesale Only. Correspondence Solicited.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

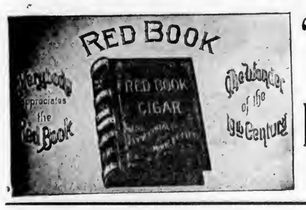
OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla.

NEW YORK.

SELLING BY THE MILLION.



"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK

UNANIMOUSLY PROCLAIMED SUPERIOR.

The American
La Melville
Trade-Mark

E. Regensburg & Sons,

Havana Cigars

118-120 Hudson St., NEW YORK.

Havana Scraps and Cuttings for Sale.

A Glorious Year Was 1901.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Dec. 31, 1901.

A glorious year was 1901 for the leaf trade and for the cigar industry.

If 1902 is as good a year everybody will have reason to be satisfied.

The cigar industry was unprecedently active throughout the entire twelve months of 1901. More cigars were made than were made in 1900, and that was a record year.

The manufacturers of little cigars had also a remarkably prosperous year. The short smoke, "all tobacco," is gaining in favor all the time, and manufacturers are constantly learning how to improve both the quality and the workmanship of their brands.

The manufacturers of chewing and smoking tobaccos, and the manufacturers of snuff have the same reason to be pleased with the record made in 1901 as their brother manufacturers of the big cigar and the little cigar.

The paper cigarette alone shows a decrease in the total output, yet it is undeniable that the higher grades of Turkish cigarettes are finding a larger sale every day. Your confirmed cigarette smoker is, after all, the most fickle of all the devotees of the weed. He shifts from brand to brand and is disloyal to each. This is his character not only here at home in the United States but in Europe as well. He loves his cigarette, just as passionately as your cigar smoker loves his cigar, but with a difference. There are smokers of cigars who have remained loyal to one brand for a life time. Cigarette smokers try every brand and many of them tire of cigarettes altogether, or are weaned from them for the little cigar, the real cigar or the pipe.

But even if the public that adheres to the paper wrapped cigarette is growing smaller the manufacturers who cater to this public are giving more and more thought and care to the quality of the tobacco and the workmanship of their product and it is now an admitted fact that certain brands of so called Turkish or Egyptian cigarettes manufactured in New York, Philadelphia and Chicago are in every way superior to the best that the manufacturers of Cairo are able to turn out.

***

H. Duys, Jr., has secured the services after January 1, of John A. Kinney, one of the most successful and popular Sumatra salesmen in the United States. To his hosts of friends throughout the country, Mr Kinney is affectionately known as "Jack" Kinney. He will represent H. Duys, Jr. in Pennsylvania and in Baltimore.

Howard Kinney, "Jack" Kinney's younger brother, has been with Mr. Duys throughout 1901, as his representative in the West. His total sales of Sumatra during that time aggregate over 1100 bales.

It is up to "Jack" Kinney now to duplicate that performance.

A. J. Coger, who has heretofore represented Mr. Duys in Pennsylvania, will next year travel New York State, the East and Canada.

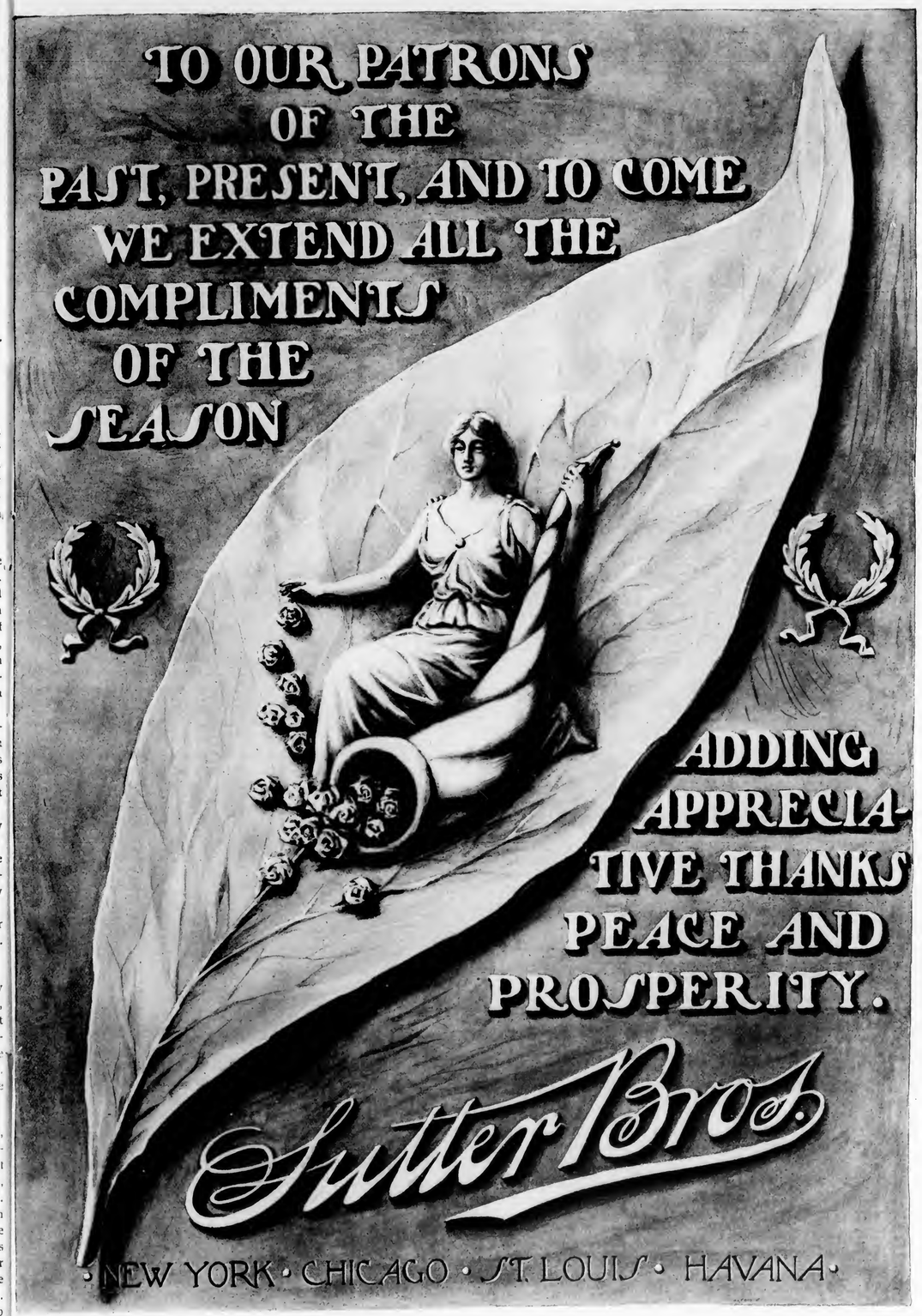
R. H. Bythiner will look after the New York city trade for Mr. Duys.

***

Sam Spater, whom Mr. Harry Rothschild brought from Detroit, is proving himself to be the right man in the right place at the Waldorf-Astoria Segar Co's. retail store at Broadway and West Fourth street. Mr. Spater has entire charge of the establishment.

***

Admiral Winfield Scott Schley, the other day, sent a truly acceptable Christmas gift to his friend of long standing, Mr. Shepherd Knapp, of 266 Lexington avenue. Mr. Knapp is the son of the gentleman of the same name who was once Mayor of New York. The Knapps have smoked the "Gretchen" cigar of Louis Ash & Co. ever since 1861, and the Admiral's gift to Mr. Knapp took the shape of 100



E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

H. R. Mayo Thom Jas. McDonnell
Baltimore Leaf Tobacco Co.
Importers and Packers of
33 S. Gay St., Baltimore, Md.
132 Aguacate, Havana. Havana Tobaccos

The Unique Greaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

"Gretchens," which were delivered to Mr. Knapp with the Admiral's compliments on Christmas eve.

***

J. Adolphus Newman, of Newman Bros. & Co., cigar manufacturers of 152 East 23d street, returned on December 23 from a two weeks' visit to his trade in Providence, Boston, Haverhill, Manchester, N. H., and Portland, Me. His firm's "Ketchem" cigarros are very popular in the East which is a great country for the "short smoke."

This brand is being advertised in a novel and original manner in this city, and the retail store of Newman Bros. & Co., is rapidly becoming one of the best known establishments of its kind on East 23d street.

***

The steamer Philadelphia of the Red D line arrived from San Juan, P. R., on December 24, with 235 cases of cigars, and 54 cases of cigars and cigarettes. The consignees are: The American Tobacco Co., 32cs cigars and 54cs cigars and cigarettes; George W. Sheldon & Co. (for Chicago importers), 35cs cigars; The American-West Indies Trading Co., 15cs; Jeronimo Menendez, 14cs.; Victor Malga & Co., 11cs; Milton J. Durlach, 10cs; Markland Reed, 6cs; New Era Lustre Co., 5cs; Philip & John Frank, 4cs, John H. Goetze, 4cs; Rucabado, Portela Co., 4cs; De Ford & Co., 3cs; F. Bonilla & Co., 2cs; A. S. Lascelles & Co., E. L. Stryker and John Farrell, 1cs each; 94 cs were consigned to order.

It is computed that the Philadelphia's total cargo will aggregate over 1,000,000 cigars.

Another steamer is due from San Juan early next week.

***

The "Rameses" brand of Egyptian cigarettes, manufactured by Stephano Bros., is becoming immensely popular in this city.

***

C. W. Salomon informs your correspondent that he has made arrangements for opening a factory in this city in which high grade cheap cigars will be produced. He will start with 100 hands, and will utilize the "Perfecto" cigar bunching machine of the Winget Machine Co., of York, Pa.

***

Nestor Schloss, the well-known leaf salesman, resumes his connection with S. Rossin & Sons on January 1.

***

Ariel Mitchelson, of Tariffville, Conn., was a visitor in the New York leaf market last week.

One of Mr. Mitchelson's trained men, William J. Hayes, returned home from Porto Rico on Monday last. Mr. Hayes covered one acre for tent grown tobacco on the farm of Rafael M. Gonzalez at Arbenita, fifty-two miles from San Juan. The farm, which is very productive, embraces altogether 500 acres.

***

Charlie Rose, who recently married Miss Leah Cohn, daughter of Mr. J. Cohn, of J. Cohn & Co., becomes a member of his father-in-law's firm on January 1.

***

"We shall then make the world our market."

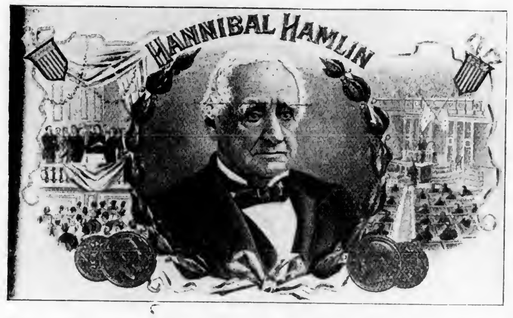
This is an extract from a very timely little brochure just issued by Y. Pendas & Alvarez to mark the thirty fifth anniversary of the existence of the house as manufacturers of clear Havana cigars, and occurs in the introductory remarks. The entire sentence, which has a prophetic ring to it, reads as follows: "We also feel it opportune at this time for us to say, in view of the uncertainty of the political future of Cuba, and also of the possibility of a change in the tariff between that island and the United States, that when the situation indicates to us the advisability of such a course we shall reopen our factory in Cuba: and as our brands are well-known throughout various parts of Europe, we shall then make the world our market."

In the meantime the fastidious smokers of the United States who for over a quarter of a century have smoked the excellent cigars provided by this sterling house, will continue to be thankful for its well-known brands: "La Mia," "Webster," "Farragut," "La Industria," "Maravillas" and others.

As a piece of bookmaking the brochure far exceeds in tastefulness and in the quality of its reading matter anything of a like kind that has hitherto been attempted. The cover of dark gray is adorned with the figure of a knight, all in silver, and heavily embossed, holding aloft

(Concluded on p. 23)

TRADE will Follow
the introduction of the

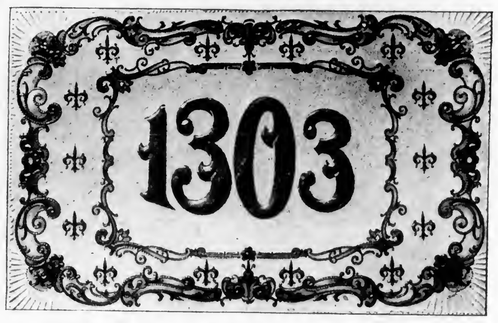


HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

THE LARGE SALE
which we have had on the

NICKEL CIGAR
Convinces us that careful buyers are looking into the quality more keenly than ever before, and are determined to have their goods always of **Superior Quality for the Money.**
WE CHALLENGE COMPARISON
Our Facilities are ample, and some more good distributors can be supplied.
H. SOMMER,
Manufacturer,
QUAKERTOWN, PA.

"Thirteen-Three"
FIVE-CENT CIGARS



A HAVANA FILLED AND SUMATRA WRAPPED CIGAR FOR A NICKEL.
J. K. Pfaltzgraff & Co.
MAKERS,
York, Penna.
Correspondence solicited from the Jobbing Trade.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the **Wholesale and Jobbing Trade only.**
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

WRITE FOR SAMPLE CARD AND PRICE LIST.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

36 East 22d St.
New York. WM. WICKE CO.

W. K. Gresh & Sons, Makers,
Factory 1839. Norristown, Pa.

Private Brands to Jobbers a Specialty

W. F. Cressman,
MANUFACTURER OF HIGH GRADE CIGARS
Sellersville, Pa.

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA.
CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES Janesville, Milton, Albany, } Wis
PACKERS OF LEAF TOBACCO
TELEPHONE
JANESVILLE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Philadelphia Tobacco Pencilings.

The year just closed will be a memorable one in the cigar and tobacco trade of this country, not only to those identified with the trade in this city, but elsewhere as well. It has been a record breaking year in point of output, exceeding nicely that of last year. This, however, only goes to show the possibilities of greater expansion. The present week has been, in fact, spent largely in reviewing the business of the past year, and possibly in still further formulating plans to be followed during 1902.

That Philadelphia has become one of the greatest cities in the country for modern cigar stores is pretty well known, and while the list of such establishments is quite lengthy it is being added to at frequent intervals, but whether new or old, the establishments of this city are giving more attention to the manner of display. Notable among these during the past week was that of A. C. Valentin, at 19th and Ridge avenue, the decorations of which were among the most handsome we have yet seen, and which will be more fully described at a later opportunity.

As was recorded exclusively in these columns some weeks ago, F. B. Robertson, factory representative of the "Match It" cheroots, has opened office headquarters at 1129 Ridge avenue. The establishment is not being operated for the purpose of supplying the trade with its goods direct, but merely for the local manager's headquarters and for display purposes. The opportunities in the display line of this particular store are very excellent, and that they are being fully taken advantage of is quite evident from the fact that this week's window displays are something really artistic. Of course, Manager Robertson has displayed only the "Match It" cheroots and "Bar-None" little cigars, both of which are manufactured by his house, but notwithstanding he has made a good job of it, and is deserving of this mention.

The announcement that the Wilson & McCauley Tobacco Co., at Middletown, O., has been absorbed by the Continental Tobacco Co. has been accepted with grace, but it is known to be a fact that several representatives of large houses, whose headquarters are in this city are becoming somewhat alarmed, and feel that their establishments may also in the near future be turned over to the big company—and then? Whether these fears are well founded the writer, of course, is not in a position of knowing, but rumor has it that an option has been secured on the Nall & Williams factory.

The police officials of this city have at last in their custody one who is accused of cigar factory robbery. He is John Queeny, who was captured by cigar manufacturer W. C. Becker, aided by a policeman of his district, on Friday evening. It happens that Mr. Becker has a private burglar alarm connected with his factory located on North Ninth street, near Girard avenue, and running to his retail store and residence at 925 Girard avenue. About ten o'clock that evening the burglar alarm went off, showing that some one was effecting an entrance into his factory. Accompanied by his friend (a Smith & Wesson) he proceeded to the factory with little delay. The prisoner was standing outside of the factory but tried to escape by hiding under a railroad car, of which there are usually some along the railroad, but was finally captured. Subsequent investigation showed that while Queeny was watching on the outside a "pal" had gone in to rob the place, but being surprised by the sudden ringing of the alarm, and the quick arrival of the owner, had made his escape by means of a rear window. There have been lately many cases of cigar robberies in this city, and it is just probable that Queeny may be a much wanted individual.

M. J. Dalton is now handing out to his friends a secret key as a token of appreciation of their trade. Under close scrutiny, however, this key was found by the Paragrapher to be a lead pencil. Regarding the trade, Mr. Dalton has just divulged the fact that their new "Publico" clear Havana cigar, which was but a recent acquisition to his stock, has been selling at a phenomenal rate. The first lot which had been sent, twenty thousand cigars, were disposed of in less than twelve days, a remarkable record for a piece of clear Havana imported goods in Philadelphia.

There is very little change of salesmanship among the cigar trade of this city this year. J. W. Madison, who was a caller here recently, has taken the account of Trujillo & Co., manufacturers of clear Havana goods. He was accompanied on his initial visit in the interest of his new firm by Quintin Lopez Trujillo.

T. J. Dunn & Co., of this city, have secured for the new year Wm. Bache, formerly with Hirschhorn, Mack & Co., of New York city, and Otto Erdt, who was formerly with a local Philadelphia house. The firm's southern representative, Walter E. James, and Gerson J. Brown, of Chicago, Ill., have been spending the past week at the factory headquarters here. By the way, the engagement of Gerson J. Brown to Miss Minna Snellenberg has just been announced.

A. Sar-Alvarez, of the Sar-Alvarez Cigar Co., spent several days in this city last week. A meeting of the Sar-Alvarez Cigar Co. was held at Camden, N. J., on Saturday last, resulting in the re-election of the present officers, which are, President, A. Sar-Alvarez, Vice-President, P. F. Pipitone; Secretary, C. Earle Miller, and Treasurer, N. B. Kneass Brooks.

A new brand of Turkish cigarettes has been recently launched in this city and is now gaining popularity. The brand is "Moscow's Cigarettes No. 1," manufactured by M. Kaufman & Co., 504 South Fifth street, put up in five and ten cent packages. The goods are being distributed through the jobbing trade, with which the firm is open for communications.

Sympathy is expressed for Juan B. Creagh, who on Monday last buried a daughter, Miss Marie del Carmen (Carmita) Creagh.

John E. Dahms, well known to the cigar trade in this city, died last week at the German Hospital, as a result of an operation for appendicitis.

A new cigar factory will be established at 137 Market street within a few days, to be known as the El Basco Cigar Co., the principals of which will be Louis Bacharach, associated with H. K. Strauss. Mr. Strauss has been for some time located at Fifth and Jefferson streets. The three upper stories of the premises on Market street are to be occupied by the new firm.

J. Pierce Flowers, Manager of the Eastern Division, including Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia, of the Lovell & Buffington Tobacco Co., Covington, Ky., leaves this city for factory headquarters on Friday of this week, and will spend several days there going over the plans for an energetic campaign during 1902, during which time "Old Congress Navy" plug and "Bull Dog" twist are to be made the strongest sellers in this section, and we believe that the undertaking can be left in no safer hands than those of J. Pierce Flowers.

THE TOBACCO WORLD is in receipt of its usual press ticket entitling it to the privileges of the Philadelphia Bourse, including the use of the exchange floor, newspaper rooms, commercial library and commercial club rooms in the gallery. This department of the Bourse, under the management of Secretary Emil P. Albrecht, has been a gratifying success. THE TOBACCO WORLD, as well as hundreds of other papers, are always on file at the Commercial Library of the Bourse.

Ventura Blanco, accompanied by his nephew Joseph Blanco, will leave for Cuba about the 12th inst., and may remain two months.

A. H. Thompson, manager of the Cairo Cigarette Co., of New York city, has been visiting the trade here recently.

Importers of
F. & E. Cranz, Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Brascati.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER.

Quality and Price are Potent Factors in the Cigar Trade
We can demonstrate the former and guarantee the latter in our
Wyoming Elk 10c. Cigar
Correspondence solicited from desirable dealers
Samples for the asking
PENN CIGAR CO.
838 Chestnut Street, READING, PA.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

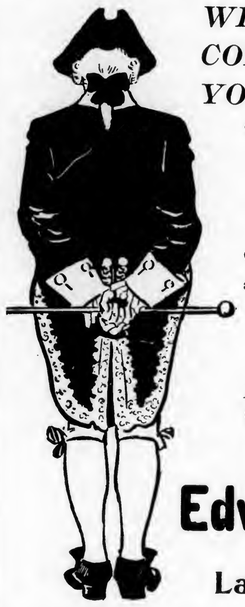
Schuster's Civita CIGARS
N. E. Corner 23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN,
METAL,
MUSLIN,
GLASSOID,
CELLULOID, ALUMINUM,
ENAMELOID,
OIL CLOTH,
NICKEL, and
CARDBOARD
of Every Description.

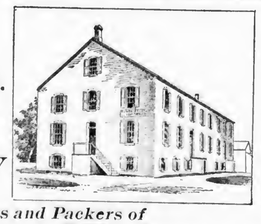
EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

A LITTLE THOUGHT
WILL
CONVINCE
YOU



That the difference between pushing the sale of the
"Crocus"
Five-cent
Or the "Rex" Three-ct. Cigars
and some other goods is the difference between pushing
Merit
and pushing lack of it.
No Other Brands
Can Compare with the
"Crocus" AND "Rex"
Edw. F. Law,
Manufacturer,
Lancaster, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

For the first time in many years Frank Teller & Co. will continue operations without interruption this year, not even closing down for a sufficient length of time to take stock. Mr. Teller informed the Paragrapher that advance orders with them have been extremely heavy this year, and that the prospects for the new year are brighter than ever. Stock-taking will be conducted while the factory is in operation.

E. G. Steane & Co. are making exterior improvements to their new premises at Tenth and Chestnut streets. The interior is also being thoroughly renovated, and some additional show cases are being put into place.

Pent Bros. & Coleman Co. say that their 1231 Chestnut street store has been an excellent success. The results obtained there during the time it has been in operation have far exceeded their most sanguine expectations. This store is said to be in a more flourishing condition than ever before.

John H. Van Horn, at 203 Chestnut street, is now completing arrangements for an active business during 1902, and is preparing to launch several new and attractive brands in the near future.

Manufacturers desiring the services of a salesman well acquainted with the trade and accustomed to handling a good line of goods, will perhaps find an opportunity if they will look up the special notice advertisement over the address of Carrier 776, Philadelphia.

The highly satisfactory manner in which the business of 1901 wound up with Messrs. Duncan & Moorhead, perhaps better known as the "Marcello" people, has prompted them to continue on precisely the same lines during 1902, and the "Marcello" will be the leader for at least another year.

IN THE LEAF CIRCLES.

George Zohn, of Leona & Co., London, Eng., is spending this week among the trade in this city.

Mr. Soverhill, the well-known Wisconsin tobacco packer, is also among our visitors this week.

Young & Newman have secured the services of M. H. Beck to represent them in the west after January first.

The one thousand case Wisconsin transaction which was referred to last week has been consummated. The purchase was made by the Theobald & Oppenheimer Co., of this city. Another transaction of nearly equal proportions in Pennsylvania broad leaf has also just been consummated in this market.

Dotts & Keely, who have been during the past year at 163 North Second street, will remove their office to their warehouse at 148 North Second street.

Among the week's visitors were Charles Waxelbaum, of A. Cohn & Co, New York; Isaac Myer, of Isaac Myer & Co., New York; I. Kemper, of M. Kemper & Sons, Baltimore, Md.; Morris Rosenthal, of M. Rosenthal & Co., J. Gust Zook, and C. W. Bitner, all of Lancaster, Pa.

M. Rosenstein will again be the representative of A. Pazos & Co., of New York, and will leave on an extended western trip about the 15th of the month.

D. E. Salomon, of W. Dittenhoefer & Co., leaves to-night for New York State, to introduce to the trade there this firm's new salesman, Mr. Lambert. Mr. S. maybe gone two or three weeks.

CALENDARS.

This year's receipt of calendars at the office of THE TOBACCO WORLD, was unusually heavy. Among the first to be received was that of Sutter Bros., New York—a exquisite specimen of engraver's art. The design embodies a growing tobacco plant on one side, and on the other a carot of Havana tobacco crossing a hand of domestic leaf, above which is the lettering in white, "Sutter Bros., New York, Chicago, St. Louis, and Havana." At the bottom is the calendar proper, in monthly removable sheets. The color is dark brown, with the white letters and figures standing out in bold relief.

L. J. Sellers & Son, cigar box manufacturers at Sellersville, Pa., have also issued a fine one. It is a piece of open embossed work, in rich coloring, making a really handsome appearance. Their "ad" is set neatly and is quite attractive.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Lewis Bremer's Sons have again issued their usual desk memorandum and daily calendar tablet, which is one of the most useful that has been received. It may be particularly handy in keeping a record of the meetings of the Philadelphia Leaf Tobacco Board of Trade?

K. Straus & Co., and the Empire Leaf Tobacco Co., both of Philadelphia, are sending out very handsome combination wall pockets and calendars, and the editor has decided that they are equally pretty.

From A. D. Killheffer, Millersville, Pa., we have a large lithographed calendar with metal edging 26x15 inches in size. Evidently a rather expensive get up, and one which fulfils its mission well. The color work is bright and highly artistic.

Bremer Bros. & Boehm have sent out a combination card case and memorandum book, bound in fine calfskin. It has also a convenient calendar in the back part. It is sure to be appreciated by every one receiving it.

L. G Hæussermann is sending out a panel shaped calendar with a fisherman as the central figure of attraction, above it being printed Mr. Hæussermann's own ad.

D. Pareira & Co were also among the earliest to send out new calendars. In its selection, A. Pareira, the manager of this house, has shown that he possesses considerable artistic taste.

From E. A. Calves & Co. we have received a new calendar upon which is printed a miniature map of Cuba in three colors, which is very nicely executed.

A convenient desk hanger calendar comes to us from Louis Walter, the well known cigar box manufacturer of New York.

J. G. Sachs, of Catasauqua, Pa., is sending out a small but very pretty desk calendar and easel combination.

PHILAD'A LEAF MARKET.

The leaf market this week is certainly on the qui vive. Perhaps little effort has been made to do much business inasmuch as the dealers' time is taken up in stock-taking. Prospects are said to be very fair and we hope to find the new year started in excellent shape.

The sale of 1 000 cases of Wisconsin referred to in our report of last week has been consummated, and another one of 1,000 cases of Pennsylvania broad leaf has also been successfully closed. This constitued the bulk of the business.

Imports of Cigars and Leaf Tobacco

FROM HAVANA
Per steamers "Esperanza" and "Mexico."

CIGARS	cases
Park & Tilford, New York	41
Acker, Merrall & Condit, New York	32
Waldorf-Astoria Segar Co., New York	14
B. Wasserman, New York	14
G. S. Nicholas, New York	11
Grommes & Ulrich, Chicago	11
M. Blaskower & Co., San Francisco	10
Estabrook & Eaton, Boston	8
S. Bachman & Co., San Francisco	7
M. A. Gunst & Co, San Francisco	5
Sprague, Warner & Co., Chicago	5
Duncan & Moorhead, Philadelphia	4
J. Wagner & Son, Philadelphia	4
G.W.Cochrane & Co ,Washington,D.C.	3
Daniel Loughran, Washington, D. C.	3
S. S. Pierce Co , Boston	3
Calixto Lopez & Co., New York	3
C. Perkins & Co., Boston	2
Best & Russell Co., Chicago	2
W. A. Stickney Cigar Co., St. Louis	1
Daniel Frank & Co., Boston	1
Robert Steel, Philadelphia	1
G. W. Faber, New York	1
R. M. Haun & Co., New York	1
J. D. Hoge & Co., New York	1
Holloway & Coon, New York	1
Japanese Legation, Washington, D C.	1
Total	190
Previously imported	9,587
Total imported since Jan. 1,	9,777

LEAF TOBACCO	bales
P. Miranda & Co , New York	443
Sutter Bros., Chicago	230
Starlight & Bros., New York	179
A. Pazos & Co., New York	178
J. Bernheim & Son, New York	156
Gnedalia & Co., New York	69
American Cigar Co., New York	63
Jaime Serabella, New York	57
M. Lorente & Co., New York	52
M. Alvarez & Co., New York	49
I. Bijur & Sons, New York	49
El Ydilio Leaf Tobacco Co. New York	49
R. Hoffman & Sons, New York	40
J. Gonzalez Co., New York	39
Ferd. Oppenheim, New York	38
Balbin Bros., New York	36
Voneiff Vidal Cruz, Baltimore	35
A. Cohn & Co., New York	31
John W. Merriam & Co , New York	31
Cullman Bros., New York	28
Hinsdale Smith & Co., New York	25
M. Stachelberg & Co., New York	25
S L. Goldberg & Sons, New York	22
Schoverling-Kinney Co., New York	22
B. Diaz & Co. New York	21
Sutter Bros., New York	20
E. Regensburg & Son, New York	17
G. P. Casteneda & Co , New York	15
Carl Upmann, New York	15
G. Salomon & Bro., New York	10
Wm. Taussig & Co., Chicago	9
Fred. Schultz & Son, New York	8
Lopez-Grau, Co., New York	7
M. Strasser & Sons, Albany, N. Y.	5
Loeb-Nunez Havana Co., Philadelphia	2
Total	2,075
Previously reported	118,553
Total imported since Jan. 1,	120,628

I. H. WEAVER
Packer of
Leaf
Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf
Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

MUTILATED PAGE

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA.

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers.
Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Little Lives of the Great.

BENNO NEUBERGER.

There is much more in this young man than meets the eye. What meets the eye is his mustaches—the biggest that ever happened.

Benno Neuberger was born in Germany, but has long since atoned for the crime by strict attention to business in America and Holland

He is supposed to be a tobacco merchant, but that is base slander. He is an art connoisseur. That's what he is. In Paris he buys ivories; in Amsterdam Deli My H's (whatever they are) and in New York he is a regular patron of Tyson's.

When he isn't pursuing Art he may be found at an infant asylum up in Morrisania playing with motherless babies or getting bankers to subscribe to the asylum funds.

***

A. COHN.

This gentleman is the noblest exponent of the Double Life in Water street. In New York he is a merchants, and the biggest kind of a merchant, and down South he is a farmer—the farmiest kind of a farmer. He plays both roles with equal Success. He is as much at home in his bookkeeper's office, or in Charley Waxelbaum's sample room as he is in a 500 acre tent grown tobacco patch down South. What he don't know about making one dollar bring in two, or about coaxing wrapper leaf to grow like Jonah's Gourd isn't worth printing

He is the soul of benevolence and the personification of Napoleonic reticence—when it doesn't suit him to talk.

***

JAKE WERTHEIM.

This cigarmaker was born like Minerva, out of the Brain of the world.

He is famous for making trusts Sit Up.

He and Charlie Hirschhorn have just formed a nut cracker combination and are now going into the nut cracking business. Jake Wertheim says that Robert Burns is his favorite poet and that Gen. Arthur was the greatest Statesman that ever took a Drink.

Jake and Charlie are cock sure that they are the Onliest Only, and that 111 Fifth avenue had

Better
Watch
Out.

SPECIAL NOTICES.

(Ten cents per 8-pt measured line)

A CIGAR salesman with large experience and acquaintance over entire country, offers his services to manufacturer desiring to sell a high grade five cent cigar to fine retail trade only. Cigar must be best of its class—good enough to bring $35 in 5 M lots without advertising. Address "BUSINESS," care carrier 776, Philadelphia.

SALESMAN WANTED to handle a side line in all States in the Union. An advertising article of great merit, for all classes of trade. Sample can be carried in pocket. Liberal commission; write. 1-1-3. L., Box 412, Wellsburg, W. Va.

QUEEN CITY NEWS.

CINCINNATI, Dec. 30, 1901.

A resume of the passing year discloses the fact that the trade has gone through many changes during this period. The formation of the American Cigar Company and other combinations have produced a considerable vari tion in the tactus both of the manufacturers and jobbers. The "gratis deals" were one of the results, and they in turn have induced price-cutting among the retailers. What the coming year has in store is, of course, only problematical, but the pace is getting rapid now.

The week, since the holiday, has been a very quiet one. There are no traveling men in town, none of the local men are out, and there are no auction sales on the breaks. The retailers are resting up, and the whole trade is taking stock. After the first, however, things will again be up and doing.

Straus Bros. & Co. have taken on a new clear Havana brand called "La Tarifa," which they will handle in three sizes. It is made by the A. Gutierrez Co., and is a very promising cigar. Newt. Straus states that although it is just being introduced its merits are being quickly recognized by discriminating smokers.

Henry Straus, in speaking of the various deals which their firm made during the past year, said: "All the deals we tried were eminently successful. Since November 1 none have been in force and we will inaugurate no new scheme until, perhaps, March 1 What the nature of that will be I do not know, since we have not yet decided. Charles Straus will leave for New York some time next month to confer with our manufacturers on the subject."

EUREKA CIGAR FACTORY---MILLERSVILLE, PA.

***
Manufacturer of these Two Leading Brands
***

Warranted Havana Filler, Wisconsin Binder and Sumatra Wrappers, and contain no artificial flavors whatever

T. H. FORTESCUE, Distributor, 1130 North Second Street, Phila.
A. D. KILLHEFFER, Prop.
T. J. STEARS, Distributor, Washington, D. C.
THEY SELL TO THE CONSUMER FOR FIVE CENTS EACH.

A call at Peebles showed the cigar department in a condition greatly resembling dinner after the attacks of a hungry man. Mr. Winall, the head of the retail department, stated that in all his experience with that house he never saw such a rush for high-class goods as during the recent holiday season. This is only one of many similar utterances from all our prominent retailers.

The cigar leaf men are quiet. The almost universal expression of the trade against any change in the tariff on Cuban tobacco has made them hope that no change will be wrought. Speaking on the matter, Mr. Frei, of Daly & Frei, said: "I think that if the cigar leaf dealers and cigar manufacturers of this country, conjointly and as organized bodies, handed their views to Congress it would have some weight Individual opinions of three or four will not accomplish the results, but joint action on part of the dealers and manufacturers, because their interests are identical, will produce a much better affect."

There is very little country buying of the 1901 crop being done. The reason for this is the very high prices the growers are asking for it. With a possible reduction of the tariff on Havana staring them in the face, packers can't quite see the benefit in buying at these advanced prices.

Mose Eisenberg, the broker, returned last week from a lengthy stay among his customers. He visited Detroit, Chicago and a number of other prominent places in the west.

Mose Krohn, of the Miami Valley Leaf Tobacco Co., of this city, and Dayton, is interested in the new process of cultivating tobacco under shade, and is a director in the company recently organized to carry on experiments in shade culture.

W. W. Bozman has prominently displayed in his window this week, the silver loving cup which was offered as first prize at the recent automobile races held in this city. It is attracting considerable attention from those interested in this new sport.

Frank Ray, formerly connected with the tobacco manufacturing plant of Paul Sorg, in Middletown, and now a prominant official in the Continental Tobacco Co., is in Middletown, from New York. The object of his visit is understood to be to take a survey of the Wilson & McCally plant in Middletown. The plant was reported to have been bought by the Continental Tobacco Co., last week. However, the deal has not been completed as yet. The matter of price has not been determined. It is the impression that the Continental is willing to take the factory at a certain price, agreeable to Wilson & McCally, provided their business is as it has been represented to be. To find this out is the mission of Mr. Frank Ray to Middletown.

HOW IT IS IN YORK.

YORK, PA., Dec. 28, 1901.

Very little, if anything, transpired in the shape of tobacco news the past week. The manufacturers have closed doors and the dealers in turn are likewise closed to a greater or less extent.

The outlook, however, was never better for a good opening in the new year; from every source we hear encouraging reports which are more substantial than mere speculations.

George Hankey has opened a cigar factory at his residence in Eberton, Pa.

Two of the men from New York city, employed by the American Cigar Co., is advertising the "Cubanola" cigar, met with an accident this week. They were engaged in painting a large sign on the side of a building, when the pin at the roof, to which was suspended the scaffold, gave away, throwing both to the ground, a distance of eighteen feet. With the exception of kaleidoscopic pictures formed by

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

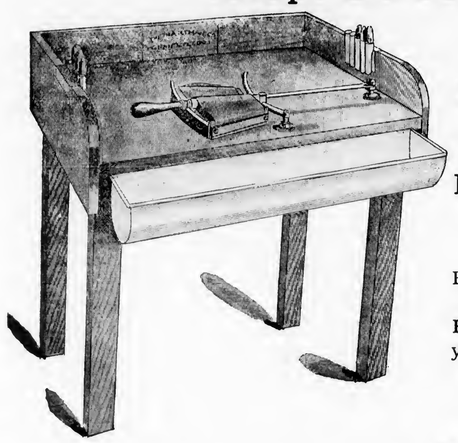
F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

We employ no traveling salesmen, but deal directly with the wholesale trade.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.

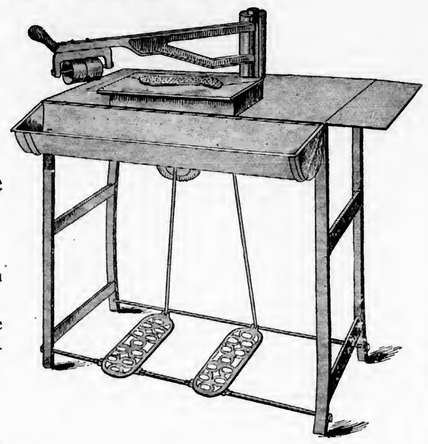
CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars. Free Instruction to Purchasers. Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J W. BRENNEMAN,
Packer ✕ Dealer ✕ Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

mixed paints and a badly bruised back, no further damage was caused by the accident.

That mysterious-looking Christmas package delivered by the expressman to D. A. Shriever & Co's. place, proved to be none other than genuine "high balls" in their original state. But as there are some connoisseurs in Mr. Shriever's neighborhood, we know the gift proved entirely satisfactory. Suffice it to say they have had frequent callers, some of whom attribute their red appendages to "severe colds."

An overheated stove pipe caused a blaze on the second floor of W. H. Schroll's cigar factory, at Manchester, on Saturday last. A bucket brigade, hurriedly formed by the employes, extinguished the flames before much damage was done. Mr. Schroll employs a number of hands, and the destruction of his factory would have been indeed a loss to that town.

George Mason, cigar broker, and salesman for the La Buta Cigar Co., is in the city spending the holidays.

The Winget Machine Co. are moving their machine shop this week into the Palace of Amusement building where they moved their recently purchased cigar mold plant. The manufacture of bunch machines will be consolidated with the cigar mold business, and everthing in the line of cigar machinery will be handled by the concern. Both new and second hand goods will be handled in variety. "Send 'em to us," says Mr. Winget, the manager, "and we will equip their factories from cellar to garret cheaper and better than any other firm in existence."

The Matthews Cigar Co. Succeeds the Warner & Brown Co.

It has just been learned definitely that the Matthews Cigar Co. is the real purchaser of the plant and business of the Warner & Brown Co. and became its successor on December 30th. The incorporators of the Matthews Cigar Co. are as follows: L. A., T. R. and Geo. A. Matthews, Chas. A. Warner and R. H. Cuthbert. The officers of the new company are as follows: President, L. A. Matthews; Vice President, T. R. Matthews; Second Vice President, Chas. A. Warner; Treasurer, Geo. A. Matthews and Secretary, R. H. Cuthbert. The new company has also taken title to the old company's brands, "Close Margin" and "Baltimore Belle" foi cheroots, and "Tackle Cigarros." The business will be continued a the old factory, 729 to 735 East Pratt street, Baltimore, and there is every reason to believe that the new company will soon have everything in thorough working order and that it will lose no time in promptly taking up the business where it was left when the Warner & Brown Co. became embarrassed. It will be remembered that much credit was given to Chas. A. Warner and R. H. Cuthbert for the strenuous effort made by them for the success of the firm, and it is therefore pleasing to note that they are again to be actively interested in the new combany.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

OUR NEW YORK LETTER.
(Concluded from p. 14)

a banner with Y. Pendas & Alvarez's unimpeachable motto. "Quality." The inside cover contains the firm's well know guarantee of the leaf out of which its cigars are made. Then follows a brief and very readable history of the house. The booklet also contains excellent portraits of Ysidro Pendas and his partner, Miguel Alvarez, and of Enrique Pendas, Jaime Pendas, Jose M. Pendas, John M. Alvarez, Manuel B Pendas and Ysidro Pendas, Jr., in the order named, and of the factory building at Tampa, Fla. Finally facsimiles in colors are given of the firm's two best known brands, "La Mia" and "Webster," and in black and white of "Farragut," "La Industria," "Maravillas," "El Tratado," "Entre Las Rosas," "La Sulamith," "Los Amantes" and "Flor de Y. P. Garcia."

The booklet deserves to be the vade mecum of every lover of fine cigars.

***

Very artistic and appropriate is the holiday greeting extended through the medium of THE TOBACCO WORLD by Sutter Bros., to their patrons of the past, the present and the future. And the best of it is that this greeting is from the heart.

***

Hartman & Kohn, cigar manufacturers at Third avenue and 87th street, called a meeting of their creditors at 3 o'clock in the afternoon of December 27. The firm is said to have total liabilities of $40,000. S. L. Johns, Lichtenstein & Marqusee, Newgass & Greenhut, Lichtenstein Bros., I. Hamburger & Co., L. Barth, L. Spear, Max Held, Pretzfeld & Co., S. Rossin & Sons, F. Friedenthal, M. Neuberger & Co., Jacob Rose & Bro. are said to be among the creditors in amounts ranging from $60 to $4000 The debtors are said to have made an offer of 25 cents on the dollar.

IN THE TOBACCO CAPITAL OF PENNSYLVANIA.

LANCASTER, PA., Dec 28, 1901.

The closing week of the year has been a quiet one. But this is nothing more than was to be expected. It has given all an opportunity of conducting their stocktaking with little or no interruption, and when that is completed dealers will be ready to begin the new year with more activity than would otherwise be the case. There is every prospect of an early resumption, besides dealers see no reason why trade should not be good.

There was some little buying of the new crop during the past week, at prices ranging from 6 to 8½c for Seed Leaf and 11 to 15c through for Havana Seed.

At the meeting of the Lancaster county Tobacco Growers' Association, held on Tuesday last, resolutions were adopted protesting against any tariff changes.

Leaf auction sales, it seems, are not propitious in this city. At least the results of the B. B. Gonder sale, which was to consist of about 500 cases, and which was held at the Stevens House on the 19th inst., did not prove much of a success Out of the entire lot only about 60 cases were sold. They were of lower grade fillers, and were purchased by a local dealer at $6 58½ per 100 pounds. With this exception, the whole lot was withdrawn, the highest bid received having been only $11.15 per 100 pounds.

Joseph Goldberg, of the leaf firm of Kramer & Goldberg, of this city, met with an accident that might have proven a serious personal injury. While driving through the country an axle of his buggy broke. and Mr Goldberg threw a robe over his horse intending to ride him to the nearest town. Not used to being ridden, the horse threw his rider, and although rendered unconscious, his injuries fortunately, were only bruises and a sprained wrist.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

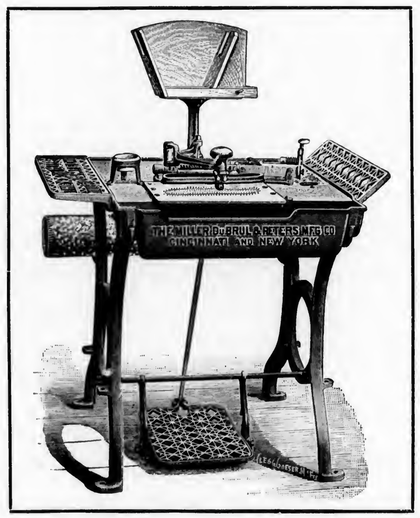
Established 1870 Factory No. 79
S. C. KOCHER
MANUFACTURER OF
Fine Havana Cigars
AND PACKER OF
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

MAKE MORE MONEY

The way to make more money is to make more and better cigars in less time and at less cost than you have heretofore been doing.

Perhaps you do not need to be told that, but you do need to be told and convinced that the DuBrul Dieless Suction Table will enable you to do all this, and that it is, therefore, a money-maker which you cannot afford to overlook for another day.



By the aid of this table you get a hand-made cigar in the easiest way, the quickest way, and the most economical way.

The machine rolled cigar is unsatisfactory, to say the least.

The human hand governed by a skilled brain is the only thing that can make good cigars.

The reason is, that a cigar cannot be well made and cannot smoke well unless the wrapper "hugs the bunch" exactly and tightly at every point, and unless the head is made with the utmost care.

Machine rolled cigars have poor heads, the wrapper does not fit, "skippers" come often, and the numerous "pockets" along the lap edge make the whole thing an inferior product.

With the DuBrul Dieless Suction Table you get the best possible product.

The removal of the dies and rollers in this table does away with all previous objections to suction tables.

The DuBrul table is very simple in mechanism, the cutting is done by a circular knife which is easy to keep sharp, and there are no dies or anything else in the way of the operator.

It always cuts a perfect wrapper with a clean cut edge.

There is no waste, no wrappers getting mashed or twisted in the rollers and, as the cutting mechanism swings away after the wrapper is cut, the operator has all the room needed, and a wrapper in perfect condition with which to do a good piece of work.

Operators like this table because it is simple, and they won't leave it for any die table.

Foremen like it because there is no sharpening of dies and no adjusting of anything.

Manufacturers like it because it is a money-maker without an equal.

We have just issued a little book which tells all about this table, and, why you ought to have it.

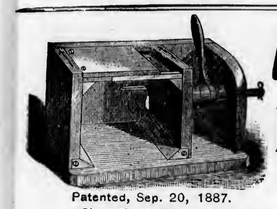
This book we will be glad to send to you if you write. Ask for booklet **W. S.**

Please remember that we sell the best die table made, and can show you either style at our offices.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

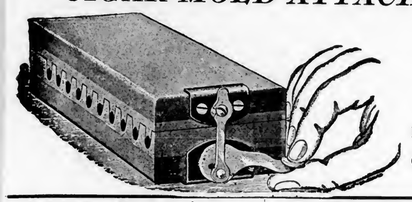
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

TOBACCO MARKETS

CONNECTICUT VALLEY.

Very many of our growers have finished stripping their tobacco, and all are well pleased with the outcome of the leaf. Of course there is an occasional fat stem found, as some unripe plant finds its way upon the poles, and refuses to cure down all of its top leaves, or an occasional leaf of pole sweat is found, as is common every year. The early cut suffered the worst, but the stories are much exaggerated by the packers. They have kicked lively, and should be avoided in the future. There is always a class among the growers that can be bulldozed, and made to accept a deduction of from three to six cents a pound. The way to avoid this is to exact a fair sum paid on the goods, to be forfeited if the bargain is ignored, and avoid signing their cunningly devised contracts which only bind one party.

Packing and force sweating is going on extensively, and goods of '01 are being sold on the market. Sutter Brothers have a force of 125 men at their warehouse at New Milford, Ct., and are rapidly packing, as are Schoverling & Co. At Hatfield packing is being is done. John Carl was to commence force sweating the last of November or first of December.

Our correspondents write:

Conway: "No sales yet. A few of the growers have finished stripping. The largest growers will finish next week, some may begin assorting next week; crop is a good one."

Wethersfield: "The recent rains and fog have enabled the farmers to take down their tobacco and they are very busy now stripping and sorting. No sales yet."

Southwick: "The recent damp spell gave our growers a chance to take down their tobacco, and they are busy stripping. The crop is an excellent one. Mr. Noble will soon have a gang of men assorting. This town is no exception to others in talk of raising Sumatra under shade. Probably a few will try some this year."

East Hartford, Ct.: "I understand that some of the buyers are inclined to dock the price that they agreed to pay last fall, where they can. Every one should bind these bargains or not sign any contract. Mr. Hickey sold his crop, about 12 tons to a Boston dealer, at 24 cents, assorted."

Northampton: "Tobacco in this town is all taken from the poles in fairly good condition. Perhaps some was a little dry, but careful handling by experienced men will remedy that. So far we have no sales to report."

Montague: "The tobacco is mostly down and stripped. No sales so far. The crop is a good one and free from damage."

Williamsburg: "The damp weather at last came, and we took our tobacco from the poles and it is mostly in the bundle, ready for the dealer."—American Cultivator.

BALDWINSVILLE, N. Y.

The local market has been quiet during the past week and but few sales have been made. The buyers have not been riding and there will be no active buying until the new year is ushered in. The warehouses where new crops have been received are busy assorting and casing. At the warehouse of Lewis Sylvester & Son the handling of the new crop has commenced and about thirty are employed in the work. At the warehouse of the American Cigar Co. about 600 cases of the new crop have been packed and about 300 cases more have been received in bulk and are in the process of assorting and casing.—Gazette.

MIAMISBURG, OHIO.

Notwithstanding the disturbance to business usually experienced

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY EST. 1863

CAP. CITY 75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

JACKSON & LEBER No. 1597

Successors to W. C. JACKSON, Manufacturers of

Our Special Brands: La Especial—5c. King of All Eagle Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"PERFECTO"

Cigar Bunching Machine

Makes Perfect Work with unskilled labor.
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all.
Write for full particulars.

Winget Machine Co.

YORK, PA., U. S. A.

Dealers in and Manufacturers of

Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

during the Christmas holidays, deliveries of the 1900 crop of Zimmer have been dropping in right along and at the present rate of activity among buyers but a short time will be required to clean up this crop entirely. Competition for several fancy crops forced the price above the normal quotations, 10c through having been realized in occasional instances.

The cold weather of last week has given way to a thaw, thus enabling farmers to resume stripping, and in some sheds to take down more tobacco. So far two cigar manufacturing concerns have each contracted for a small quantity of the new Zimmer, and a third has signified his intention of doing likewise. The crop is considered equal to the best grown in years, and by the time stripping becomes general wholesale buying will doubtless be inaugurated.
—News.

EDGERTON, WIS.

The usual holiday quietude pervades the local tobacco markets of the state. But little riding has been done in the country districts during the week and the only sales coming to notice are those made by the Edwards Bros., reported elsewhere We can learn of no systematic effort being made in any locality towards the movement of the new crop. Cured leaf is still in excellent demand and dealers are receiving plenty of inquiries for samples, but no sales of large lots have been reported. George Rumrill has sold 210cs to three customers this week. McIntosh Bros. report the sale of 200cs of low grade goods. Packers are holding the better grades of binder goods at strong prices and seem indifferent to present trades.

Milder weather prevails which permits of stripping among the growers where the tobacco has been removed from the sheds. A good deal of the hanging leaf will come down the next season of casing weather.

Shipments, 300cs.—Reporter.

DEERFIELD, WIS.

Nothing new has developed as to buying in the local market. Most of the crop has been taken down from the poles, and the farmers have been busy putting it in bundles. No damage, to speak of has come to the crop while hanging in the shed. During the week over 900 cases have been shipped out of storage, which is a good indication that preparations are being made for further business.—News.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our cold spell of weather was broken this week by warm south winds, the mercury rising to 67° on the 24th, which gave tobacco handling weather, and but for its being holiday week deliveries would be full at the prizing houses. The mild weather has again sent the loose tobacco buyers into the barns.

Our receipts at the warehouses this week were 29 hhds, all new tobacco. Private sales, 8 hhds, all old tobacco.

QUOTATIONS.

Low Lugs	$4.00	to	$4.25
Common Lugs	4.50	to	4.75
Medium Lugs	4.75	to	5.00
Good Lugs	5.00	to	5.50
Low Leaf	5.25	to	5.75
Common Leaf	6.00	to	7.00
Medium Leaf	7.50	to	8.50
Good Leaf	9 00	to	10.50

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer
IN ALL GRADES OF
LEAF TOBACCO
All goods handled at my own warehouses.

Trade-Mark Register.

El Seltyer. 13,522.
For cigars. Registered December 18, 1901, at 9 a. m., by Wm. M. Snyder, Reading, Pa.

Old Possum. 13,523.
For chewing and smoking tobacco. Registered December 19, 1901, at 9 a. m., by John McLaughlin, Lancaster, Pa,

Fritz Reinstein's Smoke. 13 524.
For cigars and tobies. Registered December 23, 1901, at 9 a. m., by F. W. Reinstein, Pittsburg, Pa.

Nickelsworth. 13,525.
For stogies. Registered December 26, 1901, at 9 a. m., by J. E. Hertgen, Lancaster, Pa.

Florimel. 13,526.
For cigars. Registered December 26, 1901, at 9 a. m., by J. G. Sachs, Catasauqua, Pa.

1902. 13,527.
For cigars. Registered December 26, 1901, at 9 a. m., by J. G. Sachs, Catasauqua, Pa.

Cuban Sprouts. 13,528.
For cigars. Registered December 26, 1901, at 9 a. m., by J. K. Pfaltzgraff & Co., York, Pa.

Suckers. 13,529.
For cigars. Registered December 26, 1901, at 9 a. m., by J. K. Pfaltzgraff & Co., York, Pa.

Nez Perce. 13,530.
For cigars Registered December 26, 1901, at 9 a m., by C. R. Martin, Reidenbach's Store, Pa.

Major Edwards. 13.531.
For cigars. Registered December 27, 1901, at 9 a. m., by the La Buta Cigar Co., York, Pa.

E & O. 13,532.
For stogies. Registered December 27, 1901, at 9 a. m., by T. H. Floto, Berlin, Pa.

Cuba Mixture. 13,533.
For smoking tobacco. Registered Dec. 28, 1901, at 9 a. m., by Charles Becker, Baltimore, Md.

Havana Blend. 13,534.
For smoking tobacco. Registered Dec. 28, 1901, at 9 a. m., by Charles Becker, Baltimore, Md.

Cuba Blend 13,535.
For smoking tobacco. Registered Dec. 28, 1901, at 9 a. m., by Charles Becker, Baltimore, Md.

REJECTIONS.

"Beech Nut Stogies," "Sporting Life," "Havana Mixture," "Maud Muller." "Foxy Quiller," "Victor," "Imperial," "Success," "Keystone," "Triumph," "Excelsior."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Premio de Puerto Rico, Porto Rican Prince, Regalia de Puerto Rico, Industria de Porto Rico, Trifuno de Puerto Rico, Victoria de Porto Rico, Triunfor de San Juan, Victoria de San Juan, Raya de Puerto Rico, San Juan Extras, Selecto de San Juan, Porto Rico Leader, Favorito de San Juan, Selecto de Porto Rico, Porto Rico Standard, Fiesta de Puerto Rico, San Juan Standard, San Juan Seal, Aurora de Puerto Rico, Joya de Puerto Rico, Modelo de Puerto Rico, Sello de San Juan, Flora de San Juan, Credito de Puerto Rico, Crema de San Juan, Porto Rico Choice, Porto Rico Victor, Capitolio, Mit-ge-bracht, Ninth U. S. Infantry Regiment, Nag, Social Bunch, The Independence Company Special, Much Smoke, John Swinton, La Fameosa, El Combinito, Henry C. Payne, Flor de Rovigo, Reina Mira, Flora Pura, Sikandra, El Tirador, Casa Loma, Gold Baron, Bella Amiga, Locura, Montuna, Metoca, Flor de Galatina, National Civic Federation, First Court of Labor, Venusto, Tanedora, Tanto Monta, Good Sign, El Burgundo, Old Louis, Park Lane Bouquet, Park Lane Cigar, Park Lane Perfecto, Park Lane, Cove, Baby Beauties, Milwaukee Leader, Standing 5, Uricho, Frysinger's Leader, Ranch Wolf, Wachusett Club, Gold Heels, White Book, Brevas Finas de Porto Rico, R. R Perfector, Around the Horn, Bachelor Belle, Puritanos de Porto Rico, Earl of Elgin, La Runda, Nueva Motiva, Las Animas, Elk Home, Elk's Home, No. 57, Man's Great Luxury, Daisirosa, Shop Smokers, El Malicon.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

The Gold Medallion Trade-mark.

In the U. S. District Court for the Western District of Pennsylvania, at Pittsburg, on December 21, Justice Buffington granted a preliminary injunction against the defendants in the case of Abraham Gensior, of New York city, against Samuel and Theodore Rothman, doing business at Pittsburg as S. Rothman & Son, to restrain them from in any manner imitating or infringing upon the plaintiff's Gold Medallion brand of paper cigarettes.

Wise & Lichtenstein, of New York, and Levy, Spiro & Sachs, of Pittsburg, appeared for the plaintiff.

—In order to foster their business interests, the cigar dealers of Kansas City, Mo., have organized "The Cigar Dealers' Association of Kansas City."

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

SLAVONIAN CLUB
Domestic Tobacco
No. 1—Ten for Five Cents.
J. SAKON,
Manufacturer of
Turkish Cigarettes
Importer & Manufacturer of and Dealer in
Turkish Tobaccos
433 N. Second Street,
Philadelphia.
Distributors wanted everywhere.
TURKISH PUFFS
Pure Turkish Tobacco
Ten for Ten Cents.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

ESTABLISHED 1888
SAMUEL SHEFFLER,
BRANDS PGH. KIDS. S. S. STOGIES. SWEET SUCKERS. THREE CHEERS.
BRANDS PEARLESS. KILL TRASH. PGH. STAR SWEEPERS. NAPOLEONS.
MANUFACTURER OF
Pittsburg Stogies.
54-56 Enoch St. PITTSBURG, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT
Heat Motor Co.
Manufacturers of the
New Automatic Advertising Devices
340--342 N. Concord St.
LANCASTER, PA.

THE TRADE IN READING.

READING, PA., Dec. 30, 1901.

Never before have the leading cigar manufacturers in Reading been so busy around the holidays as this year. In fact, there has been a boom here. Many firms will not follow their usual custom of shutting down their factories around the first of the year, but will work right on until late in January, before they take their inventories. Most of the smaller factories, however, will close down from a week to ten days. The outlook for 1902 is all that can be expected. Many of the manufacturers have extended their business to wider fields, and have enough orders on hand to keep them busy until early spring.

George H. Yocum, Chicago representative of Yocum Bros., this city, is in Reading for a week. He reports the cigar business as being brisk in his district, and his reports show a gain in the sale of the firm's product over the year previous.

E. G. Readinger is better satisfied with the present conditions of trade than ever he was since in business. The output of his factory this year doubled that of last, and his goods are being shipped all over the state.

Tom Moore, 5th and Penn streets, has one of the prettiest holiday windows in Reading, and makes a gorgeous display of the leading nickel and ten-cent brands. The "El Rocco," and "Pathfinder," are his leading sellers.

Hildebrand Bros, enjoyed a fair trade the past year, and their factory has been running steady for some time. They placed a new brand on the market called the "Colonial Orator," of which Charles W. Potteiger, 6th and Washington streets, is the distributer.

Howard G. Gettis, 1012 Green street, manufacturer of the "Meadow-Side," states that he will have several new brands on the market after the first of the year. His business is rapidly growing and larger quarters will soon be necessary.

The Penn Cigar Co., 838 Chestnut street, closed down its factory on Tuesday, December 24th, and will begin operations again the first Monday in January. Business has been very brisk the past year and the firm feels much encouraged over the outlook for the future. They have plenty of orders on hand to keep the factory running, their main reason for closing down being to take an inventory of stock. There have been large sales of their "Wyoming Elk." The firm is looking around for more suitable quarters, their present factory being entirely too small.

The Fleck Cigar Co. will keep right on running during the holidays. They are pushed with orders and it will be some time before they can shut down, as is their usual custom. Mail orders are constantly coming in from entirely new fields the result of a trip through the west by Daniel Fleck, one of the members of the firm.

John U. Fehr, wholesale and retail tobacco merchant, is pleased with his past year's labors, and says he never enjoyed better prosperity. The output of his factory exceeds that of the previous year, and sales in all branches of the business were good.

George H. Grebe, formerly of Philadelphia, has engaged in the cigar box business at 45-47 Reed street, this city, and expects to start up his factory about January 1st. The newest and latest machinery, ordered some time ago, has arrived and is now being placed in position. Mr. Grebe has over 5,000 square feet of floor space in his factory.

Sam Hantsch, 4th and Penn streets, manufacturer of stogies and also of higher grade cigars, is kept quite busy hustling in the interests of his candidacy for the office of Select Councilman in the Fourth Ward, on the Republican ticket. Sam feels sure of success, but says if elected, he will not allow the duties of the office to interfere with his cigar business. The advertising methods employed by him are original, and one of them, a small card, reads: "Vote for Bald Headed Sam," and has his portrait in the centre.

The firm of Blachman & Nagle moved their factory from 128 to 116 North 9th street. Their new headquarters are better adapted for cigar making purposes, and a change was necessary owing to their steady increase in business the past year.

Lengel & Ernst, are making a specialty of holiday goods arranged in neat packages. Their new brand, the "Floradelphia," is meeting with much success. The firm is distributing a combination cigar cutter and match box among its customers, which is handsome in design and will be greatly appreciated.

A busy cigar factory is that operated by C. L. Scheffler, 150 North 8th street. The owner makes a specialty of the "Ideal" and "Royal Mystery" nickel brands, and will place several new ones on the market after January 1st. Mr. Scheffler has discontinued manufacturing his "Shad," a nickel brand which enjoyed a good local trade.

Allen A. Wolfskill, who lost both legs on the P & R. Railroad some time ago, has started up a cigar store at Orange and Muhlenberg streets, and his success has been remarkable. He handles all the latest brands, and has fitted out his place in a handsome manner. The sympathy of the public, and especially his neighbors, seems to be with him, and his business the past month has doubled that of the previous one.

John G. Spatz & Co. were very busy during the past year and report the business entirely satisfactory. There has been a marked increase in the business compared with that of last year, and especially has this been the case on fine goods. The outlook for 1902 is good from a business standpoint, as the country is in a prosperous condition.

POMPEY.

BUSINESS CHANGES, FIRES, ETC.

California—San Francisco—E. E. Van Inwegen, of the firm of Van Inwegen & Reene, cigars and tobacco; dead.

Connecticut—New London—Patrick H. O'Brien, cigars and tobacco; damaged by fire.

Illinois—Danville—Albert G. Stevens, cigars; sold out.
Gibson City—W. H. Beal, cigars; succeeded by Mrs. E. A. Larson.

Indiana—Evansville—Werner Leaf Tobacco Co.; damaged by fire. Insured.
Huntington—Geo. W. King, tobacco; selling out.
Plymouth—Victor G. Welch, cigars; succeeded by Charles E. Welch.

Iowa—Glenwood—Wilson & Reikon, cigars; moved to Mount Aye.
Harlan—O. L. Needham, cigar manufacturer; sold out.
Keokuk—A. Kellmer, cigar manufacturer; bill of sale, $1,000.

Kansas—Emporia— Grady & Bro., cigar manufacturers; closing out

Maine—Portland—Thomas Carey, cigar mfr; chattel mortgage, $400

Massachusetts—Boston—Edw L. White, cigars; chattel mortgage, $750

Michigan—Mount Clemens— Mrs Clara Errington, cigars, etc; discont'd

New Jersey—Jersey City—Wm Blumlein, cigar mfr; chattel mtge, $145

New York—Binghamton—G. W. Gillete, cigars, etc; chattel mtge, $5,000
New York City—I. Hamburger & Co leaf tobacco; adjustment --- Prochaska & Son, cigar manufacturers; adjustment pending
Watertown—H. V. Cadwell & Sons, wholesale tobacco, etc; sold out to C. A. Whelan & Co — Watertown Tobacco Co., sold out to C. A. Whelan & Co

Ohio—Cincinnati—Albert Goldsmith, retail cigars and tobacco; succeeded by Goldsmith Bros.

Pennsylvania—Tatamy—Robert E. Ritter, cigar manufacturer; real estate mortgage, $800

So Carolina— Charleston—F. E. Schroeder, cigars add tobacco; dead

Tennessee --- Nashville --- Standard Snuff Co , manufacturers; capital stock increased to $300,000

Washington---Everett--William Haferkor Cigar Co; W. Haferkor, individually, deed, $350

Wisconsin---Janesville---W. W. Porter, of the firm of Soverhill & Porter, tobacco, dead

A Cat that Smokes and Drinks.

Farmer William Thompson, of Glenwood, Susquehanna Co., Pa., is reported to possess a remarkable cat, which came to his house one stormy night more than a year ago. After a time Thomas evinced a strange fondness for the smoke that his protector puffed from his cigars, and would spring on his lap and inhale the smoke, apparently with much enjoyment.

For a joke, a cigar was put into the cat's mouth one night, and, to the astonishment of the household, the cat puffed away with evident enjoyment. There was only one drawback to his success. His teeth were so sharp that they bit off the end of the cigars.

Farmer Thomas had a wooden cigar-holder made for Thomas, and now they smoke together. The cat has also learned to drink beer.

Seaboard Air Line Ry. Changes.

Florida and Metropolitan Limited

Leaves Philadelphia 3.29 p. m.; Baltimore 5 45 p.m., and Washington 7 p.m., daily, and arrives Jacksonville 3.50 p.m., connecting for points on Florida East Coast as far as New Smyrna. Through sleeping cars to Atlanta, Jacksonville and Tampa, connecting with steamers for Cuba via Miami or Port Tampa.

Through sleeping cars to Pinehurst Tuesdays, Thursdays and Saturdays, commencing Dec. 3, except passengers in cars leaving Saturdays will arrive Pinehurst via electric road from Southern Pines.

Cafe Dining Car Service

To Florida and Atlanta on Florida and Metropolitan Limited, which is an entirely new feature.

Seaboard Fast Mail

Leaves Philadelphia 7 20 a.m., Baltimore 9 34 a.m., and Washington 11.01 a.m., daily, and arrives Jacksonville 9.05 a.m., Atlanta 8.50 a.m., connecting at Jacksonville for all Florida East Coast points and Cuba, via Miami, and for Tampa. Tallahassee, and all other interior Florida. Seaboard Fast Mail avoids an unseasonable hour of arrival in Atlanta. Through coaches to Jacksonville on both trains.

Stop Over Privileges

At Pinehurst, Southern Pines, Camden, Columbia and Savannah on winter tourist tickets not offered via any other line, good either via Richmond or Portsmouth over Seaboard Air Line Railway.

Mileage Tickets

Good from Washington and between all points on Seaboard Air Line, including Florida, are on sale at $25 for each thousand miles, good one year from date of sale. These afford many privileges and cheap rates.

This is the shortest, quickest and best line to Florida, which this season is more attractive than ever, as never before in the history of the State has the orange crop been so large and the many other fruit-growing industries so far developed.

For all information call on Ticket Agent, or address Jos. E. Miller, Passenger Agent, 836 Chestnut St., Philadelphia, Pa.; John R. Duval, Pass. Agent, 201 East Baltimore St., Baltimore, Md.; W. H. Doll, General Agent, Passenger Department, Washington, D. C.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.

SEND FOR BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty.
PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

The Plant is Perfect——The Prices are Reasonable.
IF YOU WANT Promptly CIGAR BOXES
Place Your Orders with
The Lancaster Cigar Box Co.
515-17-19-21 Cherry St., Lancaster, Pa
Agents for "Havanarine."

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

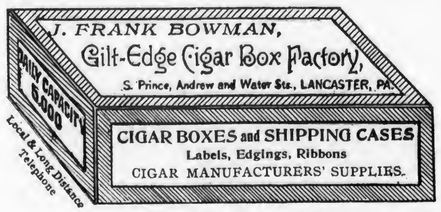
H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN **CIGAR BOX LUMBER,**
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

The Thos. S. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.



Paper Backed Foil

PURE TIN FOIL | Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York | **COMPOSITION FOIL**

Corrugated, Colored and Printed Foil

LATE REVENUE DECISIONS.

Shipment of Leaf to Porto Rico.

The Commissioner has ruled that all domestic leaf, and imported leaf upon which duty has been paid, and which has not been subjected to any process of manufacture, may be shipped from the United States to Porto Rico free of duty and insular revenue tax.

Distribution of Samples.

A manufacturer has been advised that unstamped subdivisions, either of tobacco or cigars, can not be separated from the stamped package until after removal from the factory, and that neither manufacturers nor dealers can transmit unstamped tobacco or cigars through the mails except at the risk of having the same forfeited.

Stamping Cigarettes and Small Cigars.

The Commissioner has ruled that manufacturers must use one of the two methods of stamping authorized or statutory packages of cigarettes and small cigars weighing not more than three pounds per thousand, either the stamp must be affixed so as to seal the package, making it impossible to open the same without breaking the stamp, or affixed to the side of the box and canceled by the manufacturer writing or imprinting thereon, in a plain and legible manner, the factory number and the date of cancellation.

Snuff Manufacturers' Premises.

A manufacturer, who requested permission to grind his tobacco stems and prepare his raw tobacco in a building not included in his bonded premises, was advised that before he could remove his material to these new premises he would be required to qualify as a manufacturer of tobacco at that place, and thereafter he could submit his material to whatever process of manufacture he desired, and that all raw snuff and snuff flour intended to be subjected to other processes of manufacture could be transfered from one factory to the other factory under a special permit to be issued by the collector of internal Revenue, on Form 100, as provided by Regulations, No. 8 page 11.

Use of Empty Cigar Boxes.

The Commissioner has lately had occasion to again rule that emptied cigar boxes, the stamps on which have been destroyed or effaced in such manner that the stamps can not be used again, may be used by dealers for the purpose of displaying the brand of goods which they desire to advertise or sell. In this connection attention is called to the fact that when cigars are removed from stamped packages, it is the duty of the person who removes the cigars to utterly destroy the stamp affixed to the box, and if such person wilfully neglects or refuses so to do, he is subject to a fine and imprisonment, as provided by Section 3400 of Revised Statutes, and under that section any revenue officer may destroy any empty cigar box upon which a cigar stamp is found intact.

Special Tax Liability of Dealers.

The Commissioner has ruled that a dealer in manufactured tobacco continuing business in July and whose sales for the preceding year did not exceed 50,000 pounds of manufactured tobacco, or its equivalent in cigars or cigarettes, will be required to make a return and pay a special tax of $12 whenever his aggregate monthly sales during the succeeding year exceed 50,000 pounds; but that he would not be required to pay a 50 per centum penalty on account of not making his return and paying the tax in the month of July; and if his aggregate monthly sales during that special tax year at any time exceed 50,000 pounds of manufactured tobacco, or its equivalent in cigars, he is required to make a return and pay a special tax at the rate of $1 per month from the first day of the month in which he commenced business until the first day of July following.

Allowance for Waste Material.

A manufacturer of smoking tobacco and of cigars, who requested permission to destroy a large quantity of waste material, was advised that if this waste material is that which accumulates at the factory, and is unfit for manufacturing purposes, being the refuse of leaf tobacco, scraps, cuttings or clippings, the manufacturer could not have credit in his account for such material, as the 25 per cent. allowance for stems and waste to manufacturers of tobacco includes the waste material accumulating from manufac-

---

A TELESCOPE NOT NEEDED
to read the **GLASS SIGNS** which we manufacture. They are easily read at long distances. In fact, they never fail the purpose for which they were created—to be **Read,** and sell the commodity they announce.
Write Dep't M, for Free Sketch.
THE NOVELTY SIGN CO.
44 Park Av. W., Mansfield, Ohio.

LEATHER GOODS
Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**
We manufacture a large and exclusive line, and will submit samples and prices when requested.
Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

Weigman Bros., Rabinovitch & Co. L'm'd.
IMPORTERS AND MANUFACTURERS OF
Russian and Turkish *Tobacco & Cigarettes*
OF THE FOLLOWING BRANDS
TRADE MARK B&R *Medjidie, Rublo, Shah, Etc.,*
517 SOUTH FOURTH STREET, *PHILADELPHIA, PA*

Acme Extract & Chemical Works
HANOVER, PA.
Manufacturers and Importers of
Havana Cigar Flavors
Extracts, Betunes, Sweetenings and Specialties
FOR ALL KINDS OF TOBACCOS
DOMESTIC CIGAR SPOTTER

Try The Tobacco World's Registry Department.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

ADVERTISING NOVELTIES.
THE BRUNHOFF MFG. CO.
HAMILTON OHIO
SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING
METAL EMBOSSED LABELS
METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS
ENGRAVING
EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

Patents
Caveats, Trade Marks, Design-Patents, Copyrights, etc
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

turing, and manufacturers of cigars are only entitled to a credit for material that has deteriorated or has become for some reason unfit for manufacturing; that is, leaf tobacco, scraps, cuttings or clippings intended to be used as fillers, binders or wrappers, and which become damaged, worthless and unfit for manufacturing purposes, can be destroyed under special authority from the collector and under the supervision of a deputy collector, and the manufacturer could thereafter have credit in his accounts for the actual quantity of such material destroyed

Cigar Manufacturers' Inventories.

The Commissioner has ruled that although manufacturers made a special inventory on July 1, 1901, for the six months ending June 30th, they will be required to make an inventory January 1, 1902, for the six months ending December 31st, thus completing their record for the year 1901. Owing to the change in taxes July 1st, Form 708 has been revised so that a manufacturer may inventory each class of cigars and each class of cigarettes properly. Manufacturers will be required to report specifically the weight of their cigars and cigarettes per thousand, according to each class; whether unstamped cigarettes weighing not more than three pounds per thousand are intended to be sold at the wholesale price of more than $2 per thousand, would make no difference, as all unstamped cigarettes of each class will be inventoried according to their weight. There is no provision for inventorying cigars or cigarettes that have been stamped and tax paid. The unattached stamps on hand January 1st, for payment of tax on cigarettes at the rate of $1.08 per thousand, must be inventoried separately from the stamps representing tax at the rate of 54 cents per thousand.

Manufacturing Cigars Outside of Factory Premises.

The Commissioner has denied the request of a firm of cigar manufacturers for authority, owing to a temporary rush of business, to have cigars manufactured for them in near by factories of other manufacturers, but to market such cigars under their own label and factory number, holding that cigar factories operated in one district must be consecutively numbered and the numbers can not thereafter be changed; that two factories can not be embraced and operated under the same factory number, and each factory must be provided with a store room, work shop and packing room, independent of any other factory; that the desire to place the cigars on the market as though they were manufactured within their own

The World's Profitable Inches
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.
If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

A CIGAR OF MODERN TIMES
EC-LEC-TIC
"IT'S HAVANA"
and sells at a NICKEL.
PARKSIDE CIGAR COMPANY
West Philadelphia.
Promoters of Good Cigars.

John U. Fehr,
PACKER OF AND DEALER IN LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros., Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
TRADE MARK L. B. PHILA. PA.
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

THE LEADING BRANDS OF THE WORLD
You Read This; Others Would Read Your Card IN The Tobacco World

FACTORIES: DETROIT, MICH. DAVINGTON, KY.
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
MANUFACTURER OF FINE CIGARS AND LANCASTER LONG CUT TOBACCO.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

factory premises was impracticable, and has not been anticipated by the law and regulations, and unless the factory premises of the applicants as now bonded are large enough to accommodate the business under the number now assigned to them they would be required to enlarge their premises, or in the event of manufacturing cigars at a separate factory would have to be run under a different factory number; that a manufacturer can, under section 3399 of the Revised Statutes, manufacture cigars in whole or in part upon commission or shares, the material to be furnished by another factory but the required stamps, marks and labels must be affixed by the person who makes the cigars, who is required to qualify as a manufacturer at that place under his own bond and the factory run by him would be numbered independent of any other factory in the same district.

TOBACCO GROWERS CONFER.

(Concluded from p. 9.)

Mr. Greider read a communication from Mr. Massey, who is in charge of the bulk sweating experiments carried on by the Government, in which he stated that of the 12,000 cases of Lancaster county tobacco, 1901 crop, that was bulk sweated, only thirty eight pounds were spoiled.

Mr. Greider said that he felt it was useless to continue experiments any longer at the experimental stations under the present plan. He favored a new method, and recommended that hereafter experiments be conducted under canvas cover, which will mean an additional cost of about $300 an acre.

Mr. Bricker opposed any more experiments unless competent men were secured to conduct them. He showed that the growers are receiving more benefit from the National than from the State Government, because the former has the better men in its employ.

Congressman Cassel stated that the people in Connecticut put $20,000 in the hands of the Government expert to make the experiment of growing Sumatra wrapper, and he thought that it would be useless for Lancaster county to attempt the same thing with a paltry sum of money.

It was then decided to postpone action in the matter of experimenting with canvas covered tobacco until the society's next meeting, and in the meantime communication will be had with the State authorities on the matter

Want the Present Tariff to Stand.

The following preamble and resolution were then submitted by the chairman, and on motion of Mr. Greider, they were unanimously adopted:

"Whereas, There is a bill pending in Congress for a change in the duty imposed on tobacco imported from Cuba:

"Whereas, The importation of tobacco under a tariff duty reduced from that now in force will seriously affect the growers of tobacco in Lancaster county and the United States; therefore, be it

"Resolved, That the Lancaster County Tobacco Growers' Society protests against the passage of the bill now pending in Congress, and that the Representative in Congress from Lancaster county and the United States Senators from Pennsylvania are requested to use their influence to prevent the present tariff from being reduced."

Congressman Cassel said he thought the tariff can be retained. It may be a difficult task to accomplish this, and the speaker thought a great aid to that end would be the filing of protests by societies such as this.

After a short discussion of the 1901 crop, the Society adjourned to meet on the second Monday in February, when officers will be elected.

PATENTS RELATING TO TOBACCO.

689,671 Cigarette-cutter; Felix P. Hermida, assignor of two-thirds to W. T. Townes and O. J. Villere, San Juan, Porto Rico.

689,977 Match-making machine; Harry C. La Flamboy, assignor of two-thirds to R. Thuner and B. Duffield, Detroit, Mich.

689,690 Machine for pressing plastic material into the interstices of corncob pipes; Rulof R. Purves, assignor to H. Tibbe & Son Mfg. Co., Washington, Mo.

689,693 Machine for vending cigars from original boxes; Orland Smith, Bridgeport, Conn.

689,443 Match-making machinery; John H. and E. L. White, Washington, D. C.

TRADE MARKS.

37,498 Certain named lighters or match devices; Acme Specialty Co., Chicago, Ill. Essential feature "Acme." Used since December 15, 1900.

37,488 Coin-purses & tobacco-pouches; Meserve-Stein Manufacturing Co., Lincoln, Neb. Essential feature, "20th Century." Used since Aug. 5, 1901.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commisison Merchants
248 South Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA
PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

FRANK M. TINKHAM

FRED B. TINKHAM

TINKHAM BROTHERS

WHOLESALE

CIGARS AND TOBACCO

New Gifford Building, Brooklyn Square,
Corner Main

Jamestown, N. Y., Sept. 28, 1901.

ORIOR LID REST CO.,
READING, PA.

GENTS:—Yours received with samples of Lid Rest. Now we do not manufacture cigars, but we buy largely of George A. Kent & Co., Hummell & Co., Barnes, Smith & Co., and Hull, Grummond & Co., all of Binghamton, N. Y. Now if you can get the above firms interested, we think, they would use a great many of them, and we would consider your Lid Rest a fine thing to have attached, as every box should have a lid holder to make a proper showing in a case.

Yours,

Tinkham Bro's.

THE ORIOR LID REST CO.

Manufacturers and Patentees of the

Orior Combination Box Opener,
Label Cutter and Lid Rest

READING, PA.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

LIBRARY.
RECEIVED
JAN 10 1902

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 2. | PHILADELPHIA, JANUARY 8, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We are now ready to show sample bales of our large holdings of the

1900 Crop

HAVANA

We make a specialty of handling high class tobaccos only.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

E. Rosenwald & Bro.

Packers

Importers

and

Exporters

of

TOBACCO

145

Water Street,

New York

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter II.—THE VERY FIRST CIGAR OF ALL.

By HARRY S. ROTHSCHILD, Secretary and Treasurer of the Waldorf-Astoria Segar Co.

* * * * The next instant his head, a very clever head, was resting upon her virginal bosom and his lips were pressing hers in an ecstatic kiss. That was his first reward for giving to the world the cigar, and I submit it was a none too great reward.

It is a relief to know that we owe the cigar to a lover's ingenuity, rather than to the skill of that old hag, Madame Necessity, who arrogates to herself the proud title of "Mother of Invention."

The circumstances were these:

He was Juan de Alcantara, lieutenant in King Philip's army in Cuba, young and proud, and with a head full of brains, but poor. She was Inez de Rosas, the prettiest girl in Cuba, and sole child of the richest man in the island. Inez had suitors by the score, each young, handsome and brave, and most of them of good substance. The time was the fall of the year 1557; the place the tobacco plantation of Senor de Rosas, in the Pinar del Rio.

Unlike the average heroine of a love story, who is usually a soft and rather silly young woman, Inez de Rosas was a particularly bright girl. Of all her lovers, it was Juan de Alcantara who had first place in her heart. Yet she never permitted him to guess it until she had satisfied herself by every test a modest maiden may employ that he possessed qualities which promised well for the future in greater abundance and in kind superior to those of any of her other suitors. Then she no longer concealed from him the trend of her own inclinations. On the contrary, she made matters on that point very clear to him. But her father was a worldly man. He could see no merit in this poverty-stricken soldier, even if he was an Alcantara, when the neighborhood was populous with other suitors, each of whom in his judgment was a better match for his daughter. He accordingly forbade Juan the house, and it was on the very first evening the young fellow left the de Rosas mansion under these depressing circumstances, and wandered disconsolately and listlessly past the ripening tobacco on either side his pathway, that his fingers unconsciously and abstractedly rolled

MR. HARRY S. ROTHSCHILD.

the very first cigar of all. But he didn't know then what he had achieved, and as his foot pressed the last inch of the de Rosas soil he dropped the little roll of tobacco unconcernedly from his hand.

Afterward, when his lady-love had made clear to him that in spite of her father's opposition she preferred himself to all other young men, it developed that a signal for meetings by moonlight must be devised. The signal must be something with a glow to it, a steady glow that could be seen from a good distance. A lantern wouldn't do, because a lighted lantern, swung to and fro in the dark or suspended from a tree, would be apt to arouse other persons, as well as Inez, and lead to trouble.

Given then, a lady waiting to be signalled, in fact, eager to be signalled to a tryst in a climate so mild as that of Cuba in the fall of the year, yet demanding a signal that should not betray her to others, and given a youthful lover with ardor in his veins and a first class brain in his head, and with curing Vuelta Abajo tobacco all about, and the result is—the first cigar. It was then that Juan recalled the little roll of dry leaves he had thrown aside on that unhappy evening, only a week or so before, when his darling's stern parent had driven him from the house. The next moment he was putting together another such roll, this time with more deliberation and some skill, and then, having lighted it, he cried, "Eureka!" because he realized how well it would answer for a signal. Its glow was as steady as that of the evening star, and it held fire for an admirably long time.

But he thought of it then only as a device by whose means he was to gain sight and speech of Inez; the commercial value or importance of what he had done did not occur to him at all, indeed, might never have occurred to him had not Inez discerned it and made it clear.

She did it in her own delightful feminine way. At her first clandestine meeting with Juan, after he had explained the nature of the signal he had devised and had shewn her the still glowing roll of tobacco, she took his head prisoner in the embrace I have described at the opening of my chapter of the Comical History of Tobacco, and said:

"Darling, you are not only richer than anyone else in Cuba, you are richer than King Philip himself, for you have given to the world a novel and most welcome article of commerce. You may kiss me again."

Then, in a very pretty and clear little speech on tobacco, its properties and its vogue, Inez went into details. She sketched for her lover a picture of the prosperity which was certainly before both of them, as the natural and sure outcome of his accidental discovery of the cigar. And it was Inez, too, who gave the cigar the name by which it has ever since been known. It was her pretty conceit to call it after the Spanish name of the cicada, whose chirpings were making the night musical. Her woman's heart had told her true when it had divined the superior qualities of Juan de Alcantara, and her clear brain, the brain of a girl reared upon a tobacco plantation, had no difficulty in perceiving the importance of this new method of utilizing the leaf with which she had all her life been familiar.

The next morning the first cigar factory ever operated in Cuba was opened, and one month later Inez de Rosas became, with her father's full consent, the bride of Lieutenant Juan de Alcantara.

[Next week:—Chapter Three—"The Aggravating Superiorities of Sir Walter Raleigh," by Charles K. Faucette, of the Consolidated Tobacco Company.]

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

DOHAN & TAITT
FOUNDED 1855
Leaf Tobacco
No. 107 Arch Street
John T. Dohan
Wm. H. Dohan
PHILADELPHIA

Established 1835
LEWIS BREMER'S SONS,
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco,
322 and 324 North Third Street, Philadelphia.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF TOBACCO
HAVANA and SUMATRA
111 Arch St., Philadelphia.
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra*
AND
Packers of *Seed Leaf* Tobacco
232 North Third St., Phila.

Geo. Burghard
IMPORTER OF
Sumatra and Havana
and Packer of Leaf Tobacco
238 North Third Street, Phila.

L. G. HAEUSSERMANN.
Dealer in and Packer of
Leaf Tobacco,
No. 23 North Third Street,
PHILADELPHIA.

K. STRAUS & CO.
IMPORTERS OF

K. STRAUS
A. LOEB
122 NORTH 3rd ST.
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 163 North Second Street,
PHILADELPHIA

BENJ. LABE. JACOB LABE. SIDNEY LABE.
BENJ. LABE & SONS,
IMPORTERS OF
SUMATRA and HAVANA
Packers and Dealers in LEAF TOBACCO
Nos. 231 and 233 N. Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB.
LEOPOLD LOEB & CO.
Importers of Sumatra & Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobacco
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in
ALL KINDS OF
Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

YOUNG & NEWMAN,
IMPORTERS of
SUMATRA & HAVANA
Packers of Seed Leaf.
211 NORTH THIRD ST., PHILADELPHIA.
Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

Segar Store Suggestions.

Steam or Frost on Show Windows.

Nothing is more annoying than to put in an elaborate trim—one that is certain to sell goods—and then have the window collect steam or frost. Yet frost and steam are annoyances inseparable from winter, and must be considered when arranging decorations. A singular thing about it is the fact that some windows do not steam or collect frost. It is perhaps possible to tell the reason, scientifically, but it is scarcely worth while to go into a long explanation of the apparent incongruity. Perhaps, if dealers will study the tendency of air currents in their stores, they will understand the reason for many things which now appear to be entirely needless and seemingly admit of no explanation.

Steaming is due to the condensing of the moisture in the room as it comes in contact with the glass cooled by its contact with the air outside. Frost results from exactly the same causes, except that it is a more advanced stage and is due to sudden, sharp freezing, which converts the moisture into ice at once. Of the two nuisances it is difficult to say which is the worse. The steam collects and runs down, leaving streaks of dirt on the window and ruining the goods it touches below. It is possible to see through it sometimes, so it doesn't entirely hide the display behind it. Frost covers the window with an opaque blanket and displays are useless. It doesn't muss until it melts, but then it is quite as bad as steam. It isn't as common as steam, because the weather seldom gets cold enough to coat windows with frost, except in the more northerly sections of the country, and there during the coldest weather window displays are useless.

Remedies have been sought, and not a few have asserted that they had found something at once cheap and practical. So far as the writer knows, however, no one has ever succeeded in entirely preventing the gathering of moisture in greater or less quantities in winter. Inventions without number have been bought out, and then other geniuses have taken these systems and made attempts to reduce them to practical usefulness. The man who does this will be a benefactor whom window trimmers in more than one line will be willing to accept as a deliverer. If an apparatus, elaborate or otherwise, works in one store there is absolutely no guarantee that it will work anywhere else. If a preparation is invented by a man who tests it practically and finds it accomplishes its purpose, and he confidently recommends it to other dealers, there are a good many chances to one that the preparation will not work, and the windows will be worse after its application than they were before. On the other hand, it may work perfectly and solve the troublesome problem for some perplexed dealer. For these reasons THE TOBACCO WORLD accepts no responsibility for the systems and methods described herewith, but presents them for what they are worth, based on the assurance of practical men that they have worked successfully in at least one locality. Some have worked in several. Therefore, as suming that surrounding conditions are the same, or substantially the same as they were in the original location, one of these systems should keep your windows free from frost and steam. If you are successful you are fortunate. If you are not you will merely have the same experience which has befallen others.

Special preparations are strongly recommended by numerous dealers who vouch for their efficiency. This is worth something, and should partially offset the complaints which have been lodged against them. They have the merit of cheapness at any rate, and whether they keep windows clear or not, it doesn't cost much to experiment.

The "Inventive Age" recommends a paste made of equal parts of water, glycerine, white candy and sugar, with a small quantity of cumarin added. Cumarin is the camphor extracted from the tonka bean, and can be obtained at most, if not all, drug stores. Add it to the first mentioned mixture after being dissolved in hot water. A thin covering of this paste spread on the glass doesn't obstruct the view, the paste being perfectly transparent, but it is said to effectually prevent the collection of moisture. Because this recipe is given and the statement made that it has proved its efficiency, it must not be taken as an endorsement of the method. In fact, the writer considers paste only a little less mussy and unsatisfactory than the steam it is supposed to prevent. Possibly as a makeshift it can be profitably adapted. It is but fair, however, to say that undoubtedly, in numerous instances, the failure of this paste to work well is due to imperfect and uneven spreading. Extreme care must be exercised to see that every particle of glass is smoothly and evenly covered. If there is any efficacy in the paste, it should at least have a fair trial.

Another dealer says he has had good success with continuously burning gas jets. This method is open to objection because of the fact that the one thing necessary to do is to prevent the warm air from coming in contact with the glass. If that could be done there would be no difficulty of any kind, and all this discussion would not be needed. It would seem as though gas jets would increase the difficulty in two ways. They heat the air immediately around them and cause a current which tends upward, and draws more air into the window than would otherwise go there. This would result in even more moisture than when the air is still. Possibly even these objections will be overcome by the heat. This is

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana
AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. **Cigars**

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar

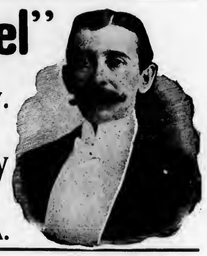
103 North 2d St. Philada.

"Flor de Roedel"

High Grade 10-cent Cigars

Are Known for their Uniformity.

Samples sent to Responsible Distributors.



Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — EL ZENO — PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

BECKER'S

TABERNERO

Factory. 1215 N. 9th St.

5c.

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,

Sixth & Race Sts.

Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE

AND

Three Black Kids

These are not Cheroots, but a very fine

Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

Haynie Cigar Co.

Manufacturers of

Haynie's Special

5c.

PHILADELPHIA. **Cigar**

H. C. Albright & Co. Importers and Packers of **Leaf Tobacco**

No. 150 Front Street, New York.

illustrated by the appearance of a frosted or steamed window with a jet burning inside. There will be a circle of clear glass directly opposite each jet. Possibly this might be taken to mean that if the glass is heated sufficiently moisture can't collect.

It will be admitted by advocates of this method, however, that it is virtually impracticable to evenly heat a whole glass front or a plate glass window. If, then, it is impossible to do this successfully, there would appear to be a good deal of objection to the gas jet method of banishing frost. In small windows, not too high, it might work. But to make it effective it would require a number of jets, not one or two alone, and probably the best way to arrange for it would be to attach a horizontal pipe to the drop gas pipe. Along the upper surface small holes could be drilled. When the gas was turned on this row of holes would give a sheet of flame. If the window could be thoroughly warmed there would be no further trouble. Small windows might be kept clear with gas Whether large ones could or not would depend upon circumstances which it is impossible to consider here because no one can know the surroundings and possibilities of all windows.

Next are the ventilation methods Perhaps if it is possible to utilize one thoroughly good ventilation plan there need be no further search for a remedy. But so few dealers are conveniently situated to introduce a ventilation system. The point to be reached in ventilating is to secure a supply of dry air which can be forced through the window either upward or sidewise, and, absorbing the moisture of the air in the window, carry it away before it becomes condensed on the glass If it works, it works, and that's an end of it; but "if's" are numerous, and while, under ordinary conditions it might be useful, there are so many exceptions to the rule that it is impossible to say anything definite. A few hints, therefore, must suffice for this phase of the problem.

Direct ventilation can be secured by arranging a double sill for the window, which can be in the form of a box, with an opening from the outside, thence upward through an opening which will turn the incoming air current toward the pane. The glass is cold and the incoming air is of substantially the same temperature. Theoretically, there should be no condensation. But in practice the air is introduced cold into the room. The inrush causes it to ascend some distance toward the top of the room. As it rises it absorbs more and more heat, until it becomes as warm as the air originally in the room. Consequently it deposits its vapor, the window itself being kept at a uniform low temperature. The upper part of any window will, therefore, be more or less frosted if the bottom is not. On the principle that partial success is better than total failure, this plan can, perhaps, be accepted as performing its work with satisfaction. It doesn't matter so much about the upper part of windows. No one sees into them. If the glass can be kept clear up as high as a man's head, or possibly a foot higher, there is no need to worry about the rest.

Artificial ventilation is accomplished by utilizing air blasts in one form or another. If you have electricity you can create an air blast easy enough. Secure a few feet of furnace pipe large enough to take a small fan. The fans are of all sizes and cost only a little. They can be used summer and winter, so the investment is of double value. In the end of the pipe set the fan so that the current of air generated will be forced through the pipe. Across the top of the pipe place a narrow box as long as the window is wide, with a still narrower opening through which the air is to be forced against the glass. All the machinery and piping should be under the floor out of sight and out of the way.

The wires to the fan can be connected with a switch above the floor, so that no extra steps need be taken to put the motor in operation If the steam begins to collect, turn the switch and set the fan going If conditions are right the moisture will disappear, like the fog when the wind rises. The effect is the same. The moisture is actually driven away by the current of air which is steady and strong enough to dry out the moisture, or carry it away before it has opportunity to condense on the glass.

Modifications of the air blast system are too various to be considered in detail; but those who have tried it are very enthusiastic in its praise and declare that it is the most effective method ever devised.

(Concluded on p. 26)

R. & B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK

EDMUND H. SMITH
ENOS SMITH

Importers of **Sumatra Tobacco**

Cable Address: "HERR."

Joseph Hirsch & Son

Office, 183 Water St.

I. Z. VOORBURGWAL 227 Amsterdam, Holland. NEW YORK.

CULLMAN BROS

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $2.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 8, 1902.

Difficulties in Conducting a Wholesale and Jobbing Business.

Among the most potent causes of the comparatively unprofitable condition of the wholesale and jobbing business in tobaccos, and which brings about the general demoralization of prices, is the spirit of antagonism and animosity, coupled with distrust and more or less misunderstanding. As to policy among jobbers, the spirit of the times would warrant an association which should adopt the motto of A Higher Standard of Business Methods. It seems that heretofore jobbers, even though located widely apart, have regarded each other as arch enemies. The policy has too frequently been to try to destroy one another, one house claiming the right of existence for themselves only and using all measures at their command to destroy their competitors. In view of this fact it is not hard to discover why it is that so many houses have found the wholesale and jobbing business comparatively unprofitable.

It is true that various associations have been formed for the avowed purpose of remedying apparent defects in the methods of conducting their business, but it seems that every one of them has gone wide from its mark. They have accomplished nothing, and in some instances a degree of even greater animosity than before their formation was found to be existing You may ask, "Can there be a possible remedy?" to which we must reply, Yes, but not so long as these associations are invariably one-man affairs, or to be more literal, controlled and domineered over by two or three of their leading members, who perhaps by reason of the by-laws are given such control as to make their position ambiguous. An association of this kind, if designed for real good should be an association for one and all of them, and not for the benefit of a few who may manage to secure its control.

Associations of this kind have attempted to rule prices with a view to securing to members a fair and livable profit on the business done But have they been a success? That is a matter which it is indeed hard to determine. If we have been rightly informed there was not long ago an illustration of this kind, but it did not long exist until the individual members of the association were advised by their supply people (to whom they had gone for assurances of protection in their undertaking) that they were no longer required to sell their goods at prices set down by their association. Then what?

Untrue rumors are undoubtedly the cause of many cut prices Without thorough investigation these rumors grow and multiply until they result in the general weakening of prices. Strange, or rather not strange, to say, they are always on the side of low prices, because it is a notorious fact that sellers as a class are always on the bear side. In fact, it is rather an unusual experience for a house to have a salesman report that a rival house is selling a line of goods at a higher price, and requesting permission to advance his selling price Here is an illustration of much good which could be brought about by an association intelligently conducted and for the real good of its members.

The result of investigation of rumors by efficient and trustworthy people has brought forth many surprises among the jobbing trade of this country. Price cutting is today regarded as the greatest evil in our trade. Documentary evidence of cut prices by sellers has been found the only true basis by which action can be taken advisedly by those in charge It is perhaps in this respect that past associations have lacked vigor, for when such evidence is procured the proper course to pursue is to take up the subject with the offending party at once, either direct or through a chosen representative, and if possible adjust the difficulty. The demand for documentary evidence will of itself tend to lessen the tendency of sellers to heed the assertions of unscrupulous buyers, as well as the reports from various sources, and thus act as a check on the downward trend of prices.

This, we believe, has been the difficulty, and that our assertions have been proven by the degree of success, or rather non-success, which has attended the efforts made in this direction by the trade in various cities Another important factor to be taken into consideration is the source of supply. If manufacturers of tobacco assure such an association that their efforts at price maintenance shall have their hearty support, and then subsequently discover that it has acted detrimental to them, and they notify the members of such association that they will be no longer required to stand by any published price lists of such association, no association in the world can change the situation.—If the jobbers are really wanting an improvement in their condition, it is up to them to formulate plans designed to overcome these barriers If that can be successfully done, their course will be apparently easy and it can then be made a grace to the entire community of tobacconists.

—"The Comic History of Tobacco" is now running. $2 per year.

The States from the Cigar Man's Point of View.

X.

ARKANSAS.

It is the misfortune of Nevada to be the worst State in the Union from the cigar man's point of view. It is the fault of Arkansas that she is next to the worst. Arkansas is the one State which clings wilfully to the blind conservatism of the days before the Civil War. It was the plea of certain Southern States before 1860 that "all they wanted was to be let alone," a position fatal to progress, to civilization, to prosperity. Arkansas is the sole remaining State where this sentiment prevails to-day, and her isolation is lamentable.

The cigar is in many respects like the theatre. Wherever the theatre flourishes, cigars are smoked in abundance. New York city, San Francisco, Boston, Chicago, Washington, each has plenty of theatres and in each the consumption of cigars goes on gloriously increasing. A love for good cigars is the distinguishing trait of every man of broad views and of a certain red blooded enjoyment of the worthy good things of this life, from a fine play down to a ludicrous scare headline in a yellow newspaper.

In Arkansas everything is sodden and gloomy and threadbare. There are plenty of good people in Arkansas, but the impulse that has set the blood of the rest of the nation tingling, appears to have spent itself ere it reached the uncongenial borders of this melancholy State

On every side Arkansas is surrounded by communities of cigar loving people. The cigar salesman from New York, from Philadelphia, from Chicago, makes his regular trips to Texas, to Missouri to Mississippi, to Oklahoma, but he seldom penetrates into Arkansas further than Little Rock, or Fort Smith. Most of them hurry away, their business concluded, with a great big sigh of relief.

What Arkansas needs is more doctors, more lawyers, more literary men. Edmund Kean used to say that it was to the doctors, the lawyers, the literary men in his audiences that he played, and that he could always feel when these were with him. If they were their enthusiasm communicated itself to the rest and all went well. The fortunes of the cigar depend, like those of the player, upon the patronage of the intellectual classes. Where these classes abound, as they do in New York, in Pennsylvania in California, in Massachusetts, cigars are in steady demand. But in Arkansas there is so little to reward intellect. There are some good doctors, some able lawyers and some bright newspaper people in Little Rock, but not enough of them to set the fashion of cigar smoking, and for this, among other reasons, the cigar languishes.

Will it ever be different? Not until a different spirit animates the people. Not until Arkansas ceases to "want to be let alone." Not until the undeveloped or unsuspected resources of the State draw to her a population of people reared in a saner and healthier atmosphere, with lighter hearts and with that quality of imaginativeness that is stimulated by a lively interest in what is going on in every other part of the world. And out of such people, not now found in great numbers in Arkansas, come the buyers of cigar.

SPECIAL NOTICES.
(Ten cents per 8-pt measured line)

A CIGAR salesman with large experience and acquaintance over entire country, offers his services to manufacturer desiring to sell a high grade five cent cigar to fine retail trade only. Cigar must be best of its class—good enough to bring $35 in 5 M lots without advertising. Address "BUSINESS," care carrier 776, Philadelphia.

AN old established and favorably known New York cigar manufacturing firm, doing a good business, desires an active partner with $10,000 or $15,000 capital. Correspondence strictly confidential.
Address ACTIVE,
New York Office of The Tobacco World,
1-1 11 Burling Slip.

FOR SALE—A well-known New York cigar factory, selling leading jobbers. Satisfactory reasons given for selling. Principals only. Correspondence confidential. Address D. W.,
New York Office of The Tobacco World,
1-1 11 Burling Slip.

SALESMAN WANTED to handle a side line in all States in the Union. An advertising article of great merit, for all classes of trade Sample can be carried in pocket. Liberal commission; write.
1-1-3. L., Box 412, Wellsburg, W. Va.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

10,000 CIGARS, made for parties now out of business, for sale at sacrifice figures. Warranted all Havana, long filler, Londres size. Address
A. D. KILLHEFFER,
Manufacturer of Fine Cigars,
1-1tf Millersville, Pa.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

WANTED.—Cigarmaker wants position as Leaf Tobacco Salesman for Eastern Pennsylvania. CIGARMAKER, Box 140
1 Office of The Tobacco World, Phila.

WANTED —Zinc lined Cases — any size. A. D. KILLHEFFER,
1-1-tf Cigar Mfr., Millersville, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE COMIC HISTORY
—OF—
TOBACCO
By Divers Hands

Following is a list of the **First Thirteen Chapters** of this Most Readable and Amusing Serial, to be published throughout **1902**, only in ***The Tobacco World:***

CHAPTER I—JANUARY 1
THE TRUTH About the Discovery of Tobacco,
By SIGMUND ROSENWALD, of E. Rosenwald & Bro.

CHAPTER II—JANUARY 8
The Very First Cigar of All,
By HARRY S. ROTHSCHILD, Secretary and Treasurer of the Waldorf-Astoria Segar Co.

CHAPTER III—JANUARY 15
THE AGGRAVATING SUPERIORITIES of Sir Walter Raleigh,
By CHARLES K. FAUCETTE, of the Consolidated Tobacco Company

CHAPTER IV—JANUARY 22
Time Makes Clear One Scotsman's Joke,
By JOSEPH F. CULLMAN, of Cullman Brothers.

CHAPTER V—JANUARY 29
Not a Pursuit---A Passion,
By JOHN R. YOUNG, of Young & Newman.

CHAPTER VI—FEBRUARY 5
How the Hurons Checked Competition,
By FRANK M. ARGUIMBAU, of Schroeder & Arguimbau.

CHAPTER VII—FEBRUARY 12
NO HEAVEN WITHOUT TOBACCO,
By JOHN H. DUYS, of H. Duys, Jr.

CHAPTER VIII—FEBRUARY 19
How Tobacco Saved the Day for Good Morals in New Amsterdam in the Olden Time,
By NICHOLAS WITSCH, of the American Lithographic Co.

CHAPTER IX—FEBRUARY 26
ALI WAD FADLALLA and the Panglima's Gingerbread Bride,
By FERDINAND CRANZ, of F. & E. Cranz.

CHAPTER X—MARCH 5
The Purchasing Power of a Cigar,
By CHARLES FOX and NORBERTO CUEVA, of F. Miranda & Co.

CHAPTER XI—MARCH 12
The Tobacco Drummer Who Became a Saint,
By J. EDWARD COWLES, of Austin, Nichols & Co.

CHAPTER XII—MARCH 19
NATURE AS A HUMORIST,
By W. H. MCALISTER, Secretary of The Continental Tobacco Company.

CHAPTER XIII—MARCH 26
A CELEBRATED CASE,
By JOSEPH B. WERTHEIM, of E. M. Schwarz & Co.

If you have not already sent in your subscription, do so at once, and make sure of

A Year of Jollity.

Subscription Price, $2.00 per year. ***Single Copies, 6 cents.***

The publishers of THE TOBACCO WORLD cannot undertake to supply back numbers. Send your order in advance.

SANCHEZ & HAYA

Manufacturers of

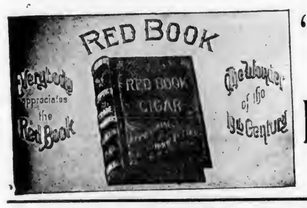
The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. NEW YORK.

SELLING BY THE MILLION.



"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

ESTABLISHED 1857.

M. STACHELBERG & CO.

Havana Cigar Makers

383--385 West Broadway,

NEW YORK.

UNANIMOUSLY PROCLAIMED SUPERIOR.

The American La Melville Trade-Mark

E. Regensburg & Sons,

Havana Cigars

118-120 Hudson St., NEW YORK.

Havana Scraps and Cuttings for Sale.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave.

NEW YORK.

THE TRADE IN READING.

READING, PA., Jan 4, 1902

A prominent leaf dealer here expressed himself well pleased with the various departments of the tobacco trade in Reading the past year, and says that greater things can be expected in 1902 The local trade never have been busier. Many of the factories that closed during the holidays have again started up The output of cigars in Reading showed a big gain over the year 900 Quite a number of enterprising young men of this city embarked in the tobacco business in one department or the other the past year, and came in for their share of success The successful growth of tobacco in Berks county, by a score of farmers, proved quite a valuable experiment and is now receiving more than ordinary attention. Many will cultivate the weed on a much larger scale the coming year. Now that the experimental stage has been passed satisfactorily, it is predicted that the farmers will enter into its cultivation on a much larger scale and will no doubt soon occupy an enviable position in tobacco raising.

Frank J. Hunt, formerly a leading cigar manufacturer of this city, left for New York, where he will be associated with the firm of Weber & Wagner, representing Hirschhorn, Mack & Co., extensive manufacturers. Mr. Hunt will have his headquarters at 110 Reade street, New York.

Morris Rentschler closed his cigar factory at Bernville and filed his final papers with Collector Fred W. Cranston. The latter has returned from Pottsville, where he had been sent to close up the accounts of Collector Evans for November.

L. M. Conkling, who formerly conducted a cigar store at 28 South Sixth street, has engaged in the same business at the southwest corner of Tenth and Penn streets, and has fitted up his new place in a handsome manner. He carries a full line of all the leading brands of cigars and smoker's goods.

John J. Roth, cigar manufacturer, 750 Penn street, has had a most successful year. He introduced several new brands which met with great success. He holds title and has all rights secured for the following: "Perkiomen," "La Liberia," "Publicity," "La Flor M. I. Pupin," "218 Sporting Club," "Cake Walk," "Union Call," "Fancy Tales," "Union Claim," "American Ideals," "La Flor de Cuba," "National Call," and others.

Ellis L. Abrams, of Chicago, is spending the holidays in this city. By the consolidation of the cigar firms of Hirschhorn, Mack & Co. and Kerbs, Wertheim & Schiffer, under the name of the United Cigar Manufacturers, he has been promoted and placed in charge of the New York advertising offices, assuming the duties of his new position January 1. He has had many years experience in the business, and was located in the west for some time.

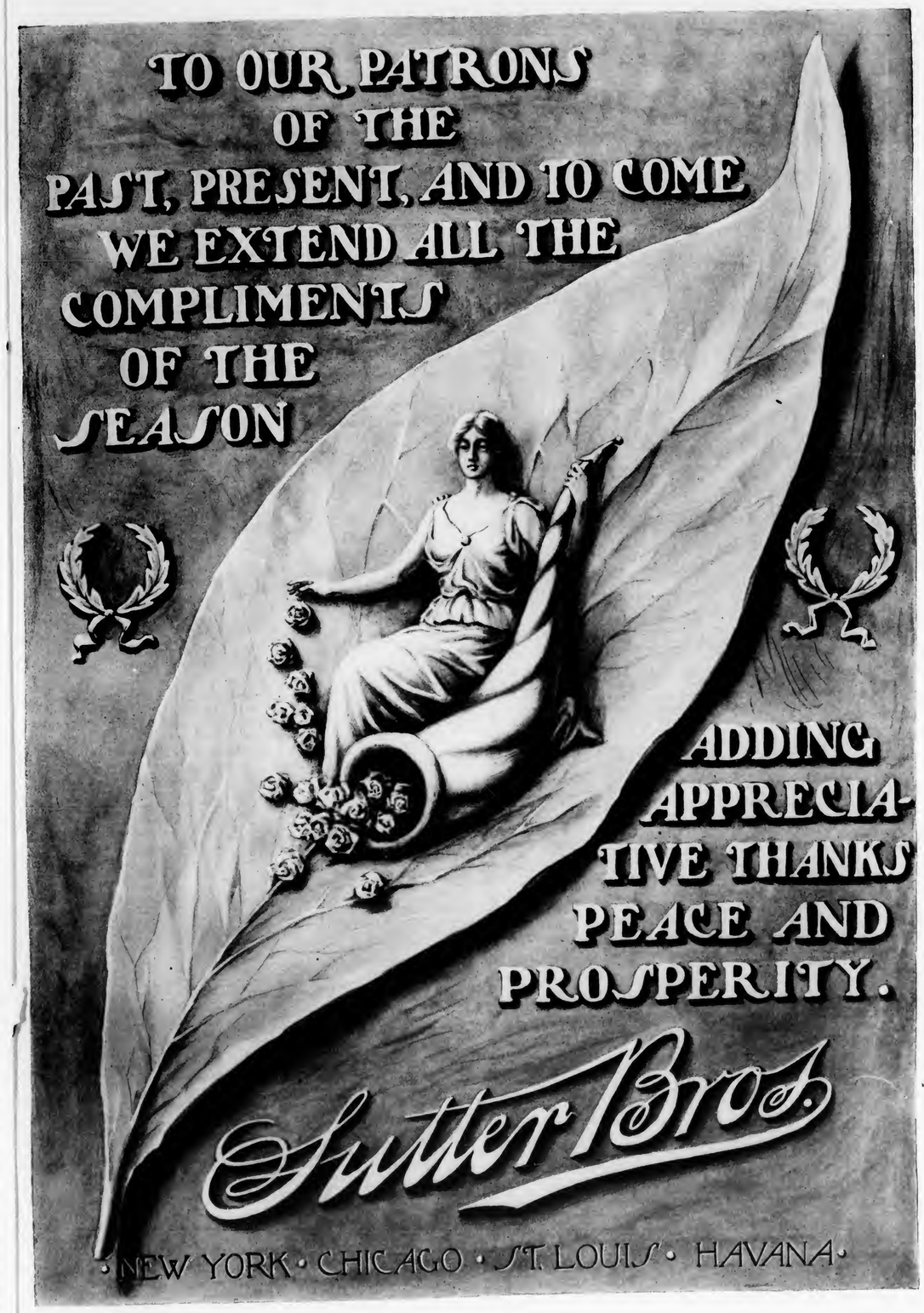
Many of the cigar dealers remembered their friends and patrons with presents appropriate to Christmas. These gifts which are given every year, range from 10 cent cigars to match and card cases, pocket books and the like. Charles W. Potteiger, 6th and Washington streets, gave out handsome card cases, containing an edition of the city manual which Mr Potteiger had printed especially for this purpose. Each bears the name of the recipient in gold lettering.

The tobacco strippers at Yocum Bros. presented a fine smoking jacket to their foreman, Lee Hertzel. Mr. Hertzel responded in a neat speech. Many other presentations took place.

M. Steppacher's cigar factory was one of the busiest in this division, working up to 6 o'clock the day before Christmas, and resuming the following Thursday. This is one of the few factories that did not lay off any hands during the holidays. Mr. Steppacher says that his output for the year will be considerably upwards of three million, a gain of about a million over the previous year. He runs the largest factory here making strictly Union goods. He is getting up a new brand called the "El Stepaca," made up in a half a dozen shapes, and is doing a big business on his leading brands, the "Royal Berks" and "Aphrodite."

Cigarmakers' Union No. 236, of Reading, elected these officers for the ensuing year: President, A. P. Bowers; Vice President, A. H. Kraetz; Financial Secretary, Ambrose Lenich; Corresponding Secretary, George Leavy; Recording Secretary, L. M. Wolfskill; Treasurer, J. J. Henning; Sergeant at-Arms, Jacob Buzzard; Trustee, C. W. Smith; Walking Delegate, C. N. Seitzinger; Finance Committee, C. W. Smith, C. N. Seitzinger, Charles Broschowsky; Executive Board, C. N. Seitzinger, M. L. Wolfskill, Ambrose Lenich, A. R. Kraetz, George Leavy, A. P. Bowers and F. William Hoverter The union is in a prosperous condition, and has a membership of about 400.

Blachman & Nagle, who recently moved their factory from 128 to 116 North 9th street, are exceedingly busy, and put several new hands at work on January 2d. They have much larger quarters and hope to



E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS.
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

H. R. Mayo Thom Jas. McDonnell
Baltimore Leaf Tobacco Co.
Importers and Packers of
33 S. Gay St., Baltimore, Md.
132 Aguacate, Havana. Havana Tobaccos

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

double their output. Their leading brands are the "Pride of the Cafe," and "Cinq," and their leading ten-cent cigar is the "Onda." Several new brands will be placed on the market in the spring.

Eighty millions of cigars are made in this district every year, and from the reports that have already been received it is estimated that the output for 1901 will show a gain of not less than five millions over the previous year. This is regarded as good, in view of the sharp competition which exists in the trade to-day, owing to the cigar combinations. Probably 3 500 men, women and girls are employed in this industry in Reading alone. This makes it a factor in the labor market, as they are run all the year around, with no dull seasons. Reading's cigars go largely towards the west, and have a wide reputation for their workmanship, which is equal to that of any cigar centre in the country. The outlook is bright for the new year, and, unless there should be some radical tariff changes, the trade ought to do well.

Yocum Bros. import their own Havana direct from Cuba by the shipload. One of the firm goes to Cuba every year and selects the de sired tobacco when still in the field, in order to secure the best leaf that the market affords for their trade Their large warehouses and vaults are kept constantly filled.

There are many rumors of new factories which may be opened here early this spring. Half a dozen New York and Philadelphia firms were here looking for suitable sites and three of them took options.

A canvass among a few of the leading manufacturers showed these sentiments as to the outlook for the new year:

Yocum Bros. said: "We have had a satisfactory trade in every way. The outlook is promising."

M. Steppacher—"No complaint at all to make for 1901. I believe that 1902 will be still better."

E. E. Kahler—"My business the past year has been more than satisfactory. The coming year looks well for trade."

Charles Maerz—"Times have been very good. The new year will surpass any other year, I am sure."

Industrial Cigar Co.—"Year closed under favorable auspices. Prospects are good for 1902."

Samuel D. Dibert said: "Why shouldn't the cigar trade be good? Everybody is working and smoking. Next year ought to be a good cigar year."

John J. Roth—"My output was doubled, and I am satisfied. Indications good for 1902."

Edward Ganter—"I built my new three story factory in order to get out the goods. My business has tripled itself. No telling what it might do in 1902."

Lengel & Erust, one of the new firms, say: "We have built up an excellent trade which has more than reached our expectations. This year will no doubt be a good one, judging from the many orders already coming in."

Julius G. Hansen said: "Everybody seems to be smoking lots of cigars, and my year was a corker. The indications for 1902 are gratifying."

Other manufacturers expressed similar views, and all join in wishing the trade a prosperous New Year. POMPEY.

Cigarettes for the Rich.

English manufacturers of Turkish cigarettes appear to find it profitable to refine the boxes in which they pack their product to the very limit. For instance, N. L. Savory & Co., of 59, Piccadilly, London, send out their "Gold Tipped No. 2" brand in a box fine enough for a diamond necklace It is covered with morocco of a good quality and the top is padded.

This brand finds a ready sale in certain restaurants in New York city much frequented by after the theatre parties, and is eagerly demanded by many women who don't smoke cigarettes, but who nevertheless carry home the pretty boxes for use on their toilet tables.

Here is a hint for our American manufacturers of Turkish cigarettes: Pack your brands in as fine boxes as the Englishmen use, or finer. There is no doubt that they will find purchasers among the rich and the gay.

To Abolish the Leaf Dealers' License.

At its annual meeting, on the 1st inst., the Hopkinsville, (Ky.) Tobacco Board of Trade unanimously endorsed a petition to Congress, through Hon. H. D. Allen, memorializing that body to abolish the leaf tobacco dealers' license, alleging that it is unjust and oppressive to all leaf tobacco dealers in the United States, as no license is required to trade in any other product of the soil.

It was also resolved to "request all Leaf Tobacco Boards of Trade and all leaf tobacco dealers throughout the United States to take similar action through their Congressmen without delay."

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

THE LARGE SALE
which we have had on the

NICKEL CIGAR
Convinces us that careful buyers are looking into the quality more keenly than ever before, and are determined to have their goods always of Superior Quality for the Money.
WE CHALLENGE COMPARISON
Our Facilities are ample, and some more good distributors can be supplied.
H. SOMMER,
Manufacturer,
QUAKERTOWN, PA.

"Thirteen-Three"
FIVE-CENT CIGARS

A HAVANA FILLED AND SUMATRA WRAPPED CIGAR FOR A NICKEL.
J. K. Pfaltzgraff & Co.
MAKERS,
York, Penna.
Correspondence solicited from the Jobbing Trade.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the Wholesale and Jobbing Trade only.
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

WRITE FOR SAMPLE CARD AND PRICE LIST.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

36 East 22d St.
New York. **WM. WICKE CO.**

W. K. Gresh & Sons, Makers,
Factory 1839, **Norristown, Pa.**

Private Brands to Jobbers a Specialty

W. F. Cressman,

MANUFACTURER OF
HIGH GRADE CIGARS

Sellersville, Pa.

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa.**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. L. & M. F. GREENE,

PACKING HOUSES
Janesville, Milton, Albany. } Wis

Reading, Pa.

One Woman's Purchases of Snuff.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Jan. 7, 1902.

The leaf market during the week ended Jan. 4 showed no very great animation. Few buyers came down into the leaf district and most of the traveling salesmen were still in town. These latter will, however, start out this week and by next Saturday the market will have resumed its wonted aspect.

***

One of the largest sales of snuff to a retail dealer on record, took place during Christmas week, when the American Snuff Company delivered to Mrs. Elma Berbert, of Bushwick avenue and Johnson avenue, Brooklyn, 5 000 pounds of Scotch and French snuffs.

Mrs. Berbert's store is one of the largest establishments of its kind in the United States, if, indeed, it is not the very largest. The business was established over thirty-three years ago by H. Berbert, who died two and a half years ago. Up to fifteen years ago the store was located one block away from the present store. The fine building in which Mr. Berbert's widow now conducts it was erected in 1887. It is a five story structure, only the basement and main floor being utilized for business purposes. The four upper floors contain apartments.

The store has a frontage of 100 feet on Bushwick avenue by a depth of 55 feet on Johnson avenue.

It is located in one of the most populous districts of Greater New York and many of its patrons have been such for over a generation. They come for their supplies of cigars, cigarettes, smoking and chewing tobaccos and snuff from a district twenty blocks in every direction, passing many other retail stores on their way in order to deal with Mrs. Berbert, whose goods have a reputation of unvarying excellence, and whose prices are always right.

During the last three months of 1901 Mrs. Berbert purchased of the American Snuff Company altogether 11,000 pounds of snuff. Her aggregate sales of snuff at retail amount each year to upward of 40,000 pounds.

In the section of Brooklyn of which Mrs. Berbert's store is a centre for lovers of snuff are many factories, giving employment to thousands of women. Among these the habit of snuff dipping has taken as firm root as it has among the woman operatives in the great mills and factories of New England and they buy great quantities of snuff of Mrs. Berbert. Then there are also in the neighborhood a large number of German people who take snuff in the old fashioned way, by the nose, and these are also among her regular patrons. Lastly there are many Italians who buy what is called green snuff.

Mrs. Berbert's leading brand of nickel cigars is the "Bill Dugan" of Rosenthal Bros., but all the standard brands also enjoy a steady sale over her counters. She says that the largest order for cigars ever placed by her husband was filled about five years ago by Mr. Lambert, of Rosenthal Bros.' staff. These gave such general satisfaction that she has continued to do a large business with Rosenthal Bros. ever since, to the contentment of everybody concerned.

The tops of the glass show cases in Mrs. Berbert's store are worn into a resemblance to ground glass by the friction of the innumerable nickels, dimes, quarters, half dollars and dollars that have clinked down upon them since they were first installed. From early morning until late at night the stream of customers continues and many times during the course of the day they stand in clusters like so many bees about the entrance to a hive.

Mrs. Berbert also does a large wholesale business, though she has no wagons. A number of boys deliver wholesale orders to her customers.

***

G. Harkema, a well-known Sumatra broker of Amsterdam, Holland, who annually visits his American customers, arrived on the "Ryndam" on New Year's Eve.

***

George F. Schnath, who, as Mr. Edwin A. Schroeder says, was brought up in Schroeder & Arguimbau's sample room, will take care of the firm's trade in New York and Pennsylvania throughout 1902. He has already left for a trip through New York.

***

Max Wolf, long a successful member of the whiskey trade of Louisville, Ky., and his nephew, Murray Apfelbaum, have formed a co partnership as jobbers of pipes at 209 East Third street Cincinnati, under the style of the National Pipe Co. They were in this city during Christmas week and purchased a large stock of merchandise.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 141 Maiden Lane. Amsterdam. Frascati.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

THE TOBACCO WORLD

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS — *American Lithographic Company* — CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

The National Pipe Company will cater to the trade of the West as far as the Pacific Coast.

Mr. Wolf continues his business in whiskey in Louisville.

***

The West Indies Cigar Co., of San Juan, Porto Rico, is preparing to put its "N. B. M." (none better made) brand of nickel cigars upon the market. These will be of the fashionable breva shape but the wrapper will be an improvement upon the Porto Rican wrapper.

The "N. B. M." label, which is an exceedingly attractive piece of lithography, comes from the presses of Wm. Steiner, Sons & Co.,

Mr. Lachman of the West Indies Cigar Co., says he already has on hand a sufficient number of orders to keep the factory in San Juan busy for many months to come.

***

The American Cigar Company appears to have found a winner in the "El Belmont" brand of clear Havana cigars. The electrically lighted signs in the roof of the Hotel Bartholdi, at Broadway and 23d street, and on the roof of the building at the junction of Broadway and Twenty-fifth street, no longer display the "Turkish Trophies" sign but are replaced by the "El Belmont" brand. The paint on both these huge signs is still wet with freshness and glistens under the light.

***

It is reported from Berlin that James B. Duke, who is now in Germany, has given an order to a German sculptor for a life size bronze monument of President McKinley. The monument is to be erected in the public park at Niles, Ohio, the town where the late President was born.

***

The smoker and banquet of the Travelers' Protective Association took place at the Cosmopolitan Hotel, Chambers street and West Broadway, on the evening of January 4. The diners had a very enjoyable time. Neill McCoull, manufacturer of the "Saturnette" and "Dalioka" brands of Egyptian cigarettes, and Mr. Geyer, a well-known tobacco salesman, and now the proprietor of a prosperous retail cigar store on Tenth avenue near 34th street, got up a friendly contest as to which of them could get the greater number of new members into the association. President Dodge, challenged by Mr. McCoull, was prevailed upon by Mr. Geyer to name sides and at the next smoker of the New York division of the T. P. A., it is to be decided which of them shall have the pleasure of setting up a champagne supper for the winner.

Mr. Geyer's diplomatic handling of the matter won the applause of all the diners.

Amasee H. Scoville, of the long established leaf firm of A. H. Scoville & Son, died on December 31, after only a brief illness. At the time of his death the deceased gentleman was in the 68th year of his age. He was born in Baldwinsville, N. Y., on July 8, 1835, and was all his life identified with the cigar leaf trade, first at Syracuse, N. Y., in 1853 as an employe of D. O. Solomon of that city, afterwards as bookkeeper for Smith & Palmer, of New York, and later as a leaf merchant on his own account. At the time of his death his sole partner was his son, Charles A. Scoville. In 1888 he was President of the Leaf Tobacco Board of Trade of the City of New York.

Mr. Scoville was a genial and popular member of the trade.

***

J. M. Landfield, of Landfield Bros. & Co., left on the "Morro Castle" for Havana, on January 4.

***

Lichtenstein & Marquesee (Julius Lichtenstein and Julius Marquesee), leaf merchants, have dissolved partnership. The former will continue in business at 131 Water street, and the latter has returned to his old quarters at 144 Water street.

***

Cornelius N. Witsch, of the American Lithographic Co., left on January 5 for a visit to the company's trade in Pennsylvania.

***

Max Maier, of A. Blumlein & Co., returned on January 2 from a business trip to Canada. He says the cigar manufacturers of Canada are busier than ever.

***

Nat Weiss, formerly of the firm of Harburger, Homan & Co., and as well known in Philadelphia as in New York, now supervisor of eleven of the factories of the American Cigar Co., was the recipient of a gold watch and a diamond studded locket at a surprise dinner given him at The Little Hungary restaurant, in East Houston street on the evening of December 28th. The dinner part of the programme was arranged by "Billy" Gottgetreu, long head bookkeeper for Harburger, Homan & Co., and still in charge at the old factory, at 80th street and avenue A, but the watch and locket were the voluntary gifts of employes of the factories over which Mr. Weiss presides. Among the guests at the dinner were: J. B. Cobb, President of the American Cigar Co., Isidore Hernsheim, W. N Morrison, Ben H. Homan, William J. Seidenberg, Preston Herbert, A. R. Haskins, W. Da Costa and Allie Sylvester.

J. C. Dusel, of the Export Department of the American Tobacco Company, is going to Europe on a year's leave of absence.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER.

Quality and Price are Potent Factors in the Cigar Trade

We can demonstrate the former and guarantee the latter in our

Wyoming Elk 10c. Cigar

Correspondence solicited from desirable dealers
Samples for the asking

PENN CIGAR CO.
838 Chestnut Street, READING, PA.

MOORE & LANNING
Manufacturers of High Grade
CIGARS

OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

FREE FOR TRIAL.

The Telescope Leaf Tobacco Kaser

Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

Schuster's *Civita* CIGARS
N. E. Corner
23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & CO. HAVANA
IMPORTERS OF
123 N. THIRD ST. PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

A LITTLE THOUGHT
WILL CONVINCE YOU

That the difference between pushing the sale of the
"Crocus"
Five-cent
Or the "Rex" Three-ct. Cigars
and some other goods is the difference between pushing
Merit
and pushing lack of it.
No Other Brands Can Compare with the "Crocus" AND "Rex"
Edw. F. Law,
Manufacturer,
Lancaster, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Philadelphia Tobacco Pencilings.

The business of the new year has opened nicely and a fair volume of business is reported by both jobber and dealer, all staple brands having their usual demand.

Sub-jobbers in this city are said to be now formulating plans for the formation of an association in which a large majority of all in this city, will be interested.

Mrs. Juliana, widow of Joseph M. Portuondo, and mother of Vicente and the late Juan F. Portuondo, died on Sunday last at the residence of Mr. Vicente Portuondo 3625 Spring Garden street, this city. She was in her 74th year of age.

Sincerest regrets are expressed from all sides for Harry Goldsmith, with the El Provedo Cigar Factory, upon the loss of his mother, who died suddenly on Monday morning after an illness of only two days with pneumonia. Mrs. Goldsmith was a sister-in law of Charles C Rosenberg, of the El Provedo Factory, and from whose residence at 1736 Diamond street the interment was made this morning.

The cigar factory annoyance is not yet stopped. Some days ago thieves made away with about $400 worth of plunder from the factory of S. Wulkan & Co., at Sheridan and Race streets.

The cigar factory of Samuel Johnson, 807 W. Venango street, was gutted by fire last Friday night, causing considerable loss.

Gumpert Bros' representatives have again entered upon a season of activity. S. Jacobs, accompanied by Mrs. Jacobs, has just returned to this city from New York, where the holidays were spent among friends. Henry Hilbrunner, with the same firm, leaves for his territory in the south on the 15th inst.

Several Pennsylvania cigar manufacturers have already visited their trade here this year. They included A. D. Killheffer, of Millersville, and A. W. Zug, of East Petersburg.

Among the welcome visitors of the past week was J. A. Gunson, cigar broker of Denver, Col., who while here took time to renew his acquaintance with Frank A. Leahy, Jr., at 435 Walnut street, who had spent some years in that city.

J Levi, formerly with M. Barranco & Co., has taken a position as salesman with Jere Trexler, of Allentown, Pa.

M. Lifshetz has opened a fine retail store and factory at the Northwest corner of Tenth and Arch streets, with modern fixtures and a largely increased stock of goods.

Thomas A. Dean, the venerable cigar salesman, now engaged with the Cuban-American Mfg. Co., was a special guest this week with M. J. Dalton, our popular cigarist.

The Theobald & Oppenheimer Co., have handled several good-sized shipments this year, already. J. A. Rigby, of Mansfield, is expected at factory headquarters late next week. E. S. Roland, the company's eastern representative, is here this week, but will return east as soon as a new line of samples can be packed. Mr. Spotz is slightly indisposed, as a result of a vacination.

J. W. Madison, now with Trujillo & Co., the new clear Havana manufacturers of New York, left here upon an extended western trip on Monday last.

A somewhat lively billboard campaign is again on in this city, T. J. Dunn & Co. being strongly in the lead with their "Pete Dailey" signs.

The Sulzberger Oppenheimer Co. are also doing some billboard advertising, through the D. C. Humphreys Co.

T. J. Phelps, of R. H. Fishborne & Co., Ltd., Roanoke, Va., has spent several days with H. M. Weaver & Son, their local distributers here on the "Natural Leaf" brand of smoking tobacco.

The cigar department of Thomas Martindale & Co., fancy grocers at Tenth and Market streets, has commenced the new year with some newspaper advertising on their "Night Extra" 5-cent cigar.

On Wednesday evening, January 1, a dinner and dance was tendered by M. J. Dalton to some special

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

invited guests, at his residence. 2219 North Broad street. Among the guests were: Mr. and Mrs. T. A. Dean, of New York, Miss Catharine Dean, of New York, A. Oppenheimer, Mr. and Mrs. Charles A. Flaig, of Philadelphia, Mr. and Mrs. W. R. Taylor, Philadelphia representative of the Cuban-American Mfg. Co., and the employes from both of Mr. Dalton's stores. The affair was highly enjoyed by all.

IN THE LEAF CIRCLES.

A suit was begun in Court No. 2, Common Pleas, of Philadelphia, by B. F. Hoffman and Norman Hoffman, trading as Hoffman Bros., of Marietta, Pa., against John A. Brown, Esq., an ancillary administrator of Walter G. Wilson, deceased, late trading as Walter G Wilson & Co., of a claim set forth that Hoffman Bros. sold to Walter G. Wilson on July 19, 1901, a quantity of tobacco, and that $4,080.90 of the purchase price remains unpaid. At the time the sale was made it was alleged that the late Walter G. Wilson declared he was worth more than $30,000 over and above all claims against him, but as a matter of fact he was not solvent at that time. He died soon afterwards, and the Hoffman Bros. aver that they made a demand upon John A. Brown, Esq., an ancillary administrator of the estate, for the return of the tobacco, but he ignored the demand and sold the goods for the benefit of the estate.

E. A. Calves & Co. have just received 17 sample bales of new Havana which was shipped by Mr. Dominguez, who is now on the island.

The Philadelphia salesmen have resumed their usual activity, and many are again out on the road. Among these are Oscar G. Boehm, of Bremer Bro. & Boehm, Sidney Labe, of B. Labe & Sons, J. W. Eckerson, of F. Eckerson & Co., M. H. Beck, with Young & Newman, Sol. Loeb, George Johnson and E. Richeimer, of the Loeb-Swartz Tobacco Co., George J. Seber, of the John B Heil Co., M. B. Arndt and H. Bauer, with J. Hirschberg & Bro.

There has been a good showing in the Havana trade with the Loeb Nunez Havana Co., according to a report from secretary Milton Herold.

Among our first visitors in the leaf trade this year was B. Regenberg, with Hinsdale Smith & Co., of New York, who was on the ground early on Monday morning last. Other visitors here this week were: W. Lazar and Frank Pulver, with Sutter Bros., J. McDonnell, with the Baltimore Leaf Tobacco Co., K. Kaffenberg, of I. Kaffenberg & Co., Boston, Mass., Oscar Bamberger, with S. Auerbach & Co., I. Lederer, with Rothschild & Bro. and Mr. Bijur, of I. Bijur & Son, New York.

PHILAD'A LEAF MARKET.

The leaf market opened this week with a fair volume of business with both packers and dealers. Manufacturers are apparently in need of new stock, which has resulted in inquiry for various types of tobacco. The prices all around have been fully maintained.

Factories have nearly all resumed operation, and once more the various traveling men are in the harness each endeavoring to produce results for their principals that shall exeeed in volume that of last year.

Havana of the new crop is now beginning to arrive in sample lots, but what has been examined of it promised good results to manufacturers and fair remuneration to the importers. No actual sales of this new tobacco have as yet been recorded.

Sumatra has been selling in small lots.

EXPORTS.

London 22 cases.
Liverpool 46 cases.
Antwarp 63 hhds.

—See it in The World? "The Comic History of Tobacco by Divers Hands."

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

An Aldine Dinner.

A dinner complimentary to representatives of the American Tobacco Company, the Continental Tobacco Company, the American Snuff Company, the American Cigar Company, the Monopol Tobacco Works, Blackwell's Durham Tobacco Co. and S. Anargyros, was given at the Aldine Club, 111 Fifth avenue, New York, on the evening of January 3.

The two presiding officers were R. M. Hutchings, of the American Tobacco Co , and F. H. Ray, of the Continental. The diners numbered 142. The menu was as follows:

OYSTERS
Maryland Club Pride of Virginia
SOUPS
Duke's Mixture Green Turtle Cremo
ROAST
"Bull" Durham Polar Bear Tiger
Old English Curve Cut
Richmond Straight Cut
Honest Long Cut
Seal of North Carolina Plug Cut
Hiawatha Fine Cut
ENTREES
Star Horse Shoe Spear Head
Dixie Queen Five Brothers Pipe
A La Mode Gastronome
A La Americaine A La Maryland
A La Indienne Old Virginia Cheroots
RELISHES
Rappee Sensation Jack Rose
Huntress Ivanhoe
RAREBITS
Between the Acts Sub Rosa
Greenback Sweet Cuba Cameo
Growler Meerschaum Boot Jack
DESSERTS
Florodora Turkish Trophies
Cubanola Royal Bengal Casino
LIQUEURS
Piper Heidsieck Brandywine
Old Peach and Honey Schnapps
Toddy Liberty Bell Scotch
CIGARS & CIGARETTES
Principe de Gales Sweet Caporal
El Belmont Egyptian Deities
Good Luck

The foregoing are, of course, all brands exceedingly well known to the diners. On the table they took the shapes of most palatable eatables and drinkables.

The dinner was an enormous success. Hon. W. W. Fuller's speech toasting the absent Mr. Jas. B. Duke was an eloquent and just tribute to the "General," and was listened to with the utmost attention.

The officers of the American Tobacco Co. who spoke were Percival S. Hill, William R. Harris, R. M. Hutchings, J. Parker and Francis A. Wilson.

The speakers of the Continental Tobacco Co. were C. E. Halliwell, F. H. Ray, C. C. Dula, W. H. McAlister and H. W. Kingsbury.

The American Cigar Co.'s speakers were J. B. Cobb, George J. Smith and Sol Rosener.

Others who addressed the diners were: George Arents, Jr., J. E. Avery, C. E. Brown, J. C. Dusel, C. K. Faucette, A. Flegenheimer, J. K. Gwynn, H. A. Hersey, "Horse Shoe" Jake, C. S. Keene, J. N. Love, S. E. Moorhead, D. C. Vaughan and W. L. Walker.

Little Lives of the Great.

S. Salomon

This is an extremely modest and inoffensive Citizen, yet a Perverse fate has saddled him with the Nickname of Peacock.

His feet are shapely and of normal Size, thank you, and there is nothing either in his appearance or his manners that suggests Queen Juno's favorite bird. Neither is his voice Unmusical, but on the contrary it is mellow and of baritone timbre. The Raiment he wears is never conspicuous; in short it would be impossible to imagine any man who is less like a Peacock than this self-respecting gentleman. Nevertheless, no one ever refers to him otherwise than Peacock Salomon.

Pourquoi? as the giddy French say. But, then again, pourquois pas?

***

John R. Young

The best Parliamentarian in the leaf tobacco Trade is also the Most Perfect Letter Writer. He is a past master in the Compleat Art of Bearding a Congressional committee. Some people think he should have chewed the chairman's Whiskers the last time, but where would tent-grown Connecticut Sumatra be now if he had? Sans Young and Cullman there would have been no Appropriation for Experiments at Tariffville at Uncle Sam's expense and thus the tobacco trade would have been deprived of a coming Sensation. (See the advertising columns of The Tobacco World next March, please.)

Oh, Mr. Young is the Friend and Patron of aspiring Agricultural Department Genius all right, all right.

***

G. Harkema.

The only Hollander who is at heart an American. Also the only Amsterdam Makelaar, if you know what that is, who is his own Press Agent.

Mr. Harkema always reaches New York on the Last Day of the year, when all his Yankee customers are happy over the profits from the Sumatra bought of his firm the previous Summer and instantly a competition of Jollying ensues between him and them. As a Jollier Mr. Harkema can give Chauncey Depew cards and spades, as likewise the Joker.

He made the best Impromptu speech ever delivered at a trade Banquet. This was at Delmonico's in 1899. Some of his Friends forced him to his feet and then Hugged themselves over the Success he made.

The subsequent proceedings in the cafe downstairs lasted until everybody was sleepy. Everybody but G. Harkema. He went down to Water street and bagged a few new Customers for the ensuing Summer.

***

Willie Spitzner

Mr. Spitzner is a Quietist, but if you infer from that that he isn't a Hustler you show that you have no respect for the Jurgensen in your vest pocket which runs so smoothly and yet ticks off the seconds and half seconds in such a Business like way.

That's Willie Spitzner—a Jurgensen.

In 1901 he sold over 32,000 cases of seed leaf and not a Ripple! This year he'll do better and his only Confidant will be a little Rookwood vase on his mantlepiece.

Go to, Willie Spitzner, thou boaster.

Queen City News.

Cincinnati, Jan. 4, 1902.

During the past week the manufacturers have been very busy getting out their government report, and taking up stock. Work, of course, was out of the question, but with this week most of them will be found running as usual again.

A. Davis Sons & Co. are putting things in ship shape for a long siege of heavy business, which they expect to do during the coming months. Their traveling men are getting ready to start out on a tour through their territories.

One of the prettiest holiday favors were distributed this year by Krohn Bros. It came in the nature of a very fine deck of cards, each card bearing the reproduction of a building of the recent Paris Exposition. No advertising marred the card, only the box in which they came bearing the business announcement of Krohn Bros. It was a gift that was highly appreciated by all who received one.

A cigar that is being heavily advertised via the bill-board route is the "Louis Mann" cigar, made by Stewart, Newburger & Co. The lithograph represents Mr. Mann in his famous character of Hans Nix answering a telephone call. It is being locally handled by B. H. Kroger, the wholesale grocer.

Oscar Gassman, the local retailer and jobber, has taken on a new clear Havana brand made by the Cortez Cigar Co. It is the "Maxime Elliott" brand. He has also added Horace R. Kelly's "Flor de Denbigh" to his stock. Both are high grade cigars and are doing well.

Although this is the time of the year when price cutting is generally resorted to, very little of it has been apparent here. In some drug stores you will see nickel cigars advertised at six for a quarter, but such stores are few and far between. In spite of the many gratis deals retailers have not cut prices to any extent. They have taken the full benefit to themselves, as ought to be. Retailers have been having the best of the argument right along and if they will only let away price cutting will manage to make some money. In this city the trade has been very sensible right along, and no demoralization has resulted.

Napoleon DuBrul, of Miller, DuBrul & Peters, is making preparations for a lengthy business trip to Europe on which he will start the latter part of this month. The new factory which this firm is erecting is progressing satisfactorily and is expected to be ready for occupancy in the spring.

The firm of Jos. Hamburger & Co., cigar manufacturers on E.

E. A. Calves & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

EUREKA CIGAR FACTORY---MILLERSVILLE, PA.

Manufacturer of these Two Leading Brands

Warranted Havana Filler, Wisconsin Binder and Sumatra Wrappers, and contain no artificial flavors whatever

T. H. FORTESCUE, Distributor, 1130 North Second Street, Phila.
A. D. KILLHEFFER, Prop.
T. J. STEARS, Distributor, Washington, D. C.
THEY SELL TO THE CONSUMER FOR FIVE CENTS EACH.

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed & Havana CIGARS
LANCASTER, PA.

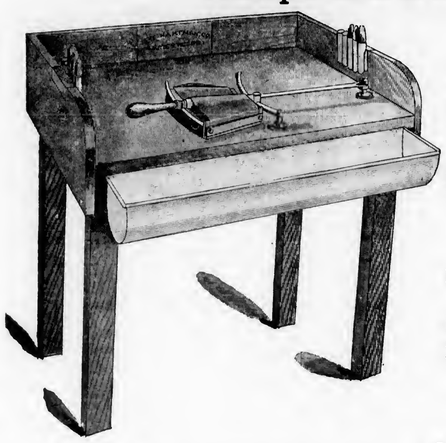
R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

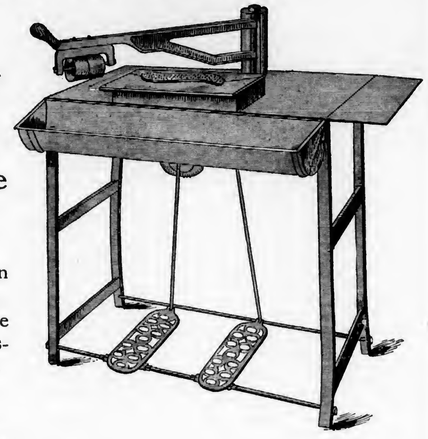
CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on sides of cigars only.
Any Machine or Device to Protect Your Brand.
You Need Them. We Make and Sell. We Rent them at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J. W. BRENNEMAN,
Packer ✻ Dealer ✻ Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

Pearl street, of which the late Joseph Hamburger was the principal partner, has been discontinued and the business will hereafter be run by Lee Hamburger, a brother of the former owner. The factory will remain at the same location and continue in the same way.

The auction sales of cigar leaf were resumed this morning, the Cincinnati Miami House selling 122 cases and the Morris 1 case. Of these 78 were Zimmer Spanish, averaging $5.05; 29 Dutch, averaging $5 07; 10 Northern Ohio, averaging $10.46 and 5 Havana Seed, averaging $16.15. The market was good, an especially strong competition presenting itself on the medium grades of fillers and binders. The good wrappers were fair as well as the poorer stuff. The offerings of cigar leaf on the breaks last year was almost double that of the year before, amounting to 12,264 cases. The largest part of these consisted of Ohio grades.

Next week, Saturday, another important meeting of the local Seed Leaf Board of Trade will be held. The various committees to take charge of the leaf dealers' convention will then be appointed.

IN THE TOBACCO CAPITAL OF PENNSYLVANIA.

LANCASTER, PA., Jan. 7, 1902.

A fairly active market has opened for the new year, which upon the whole was quite satisfactory and dealers are now convinced that the prospects for this year are quite bright. There has been some little buying of the new crop at various prices.

J. E Sherts & Co. are now comfortably located in their new factory at No. 1 Tobacco Row, having ample facilities for doing a much larger business, which they are quite sanguine of getting this year.

Weil & Seisel, leaf dealers of this city, have dissolved.

M. Michaelis has leased the Bunzl warehouse on East Fulton street, and is now engaged in a unique business. He employs about one hundred girls and boys to strip tobacco, which is booked and padded ready for the cigar factory or export purposes. He has more orders for his leaf then he is able to prepare and the business is already promising much success.

H. H. Miller will put an additional salesman on the road this year.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

HOW IT IS IN YORK.

YORK, PA., Jan. 6, 1902

Tobacco buying in this neighborhood is confined to occasional small purchases, the farmers seeming to prefer to hold on to their crops for high figures. What selling has been done, to a large extent, was at a high price.

Packers are rehandling old tobaccos and several houses are busy with this task. The new tobacco gives evidence of turning out damaged, more or less, together with shed burn.

The cheaper variety of cigars, extensively manufactured in this county are pretty well cleaned up This is owing probably more to the demand for them than to the prevailing high prices of tobacco.

This city and the nearby towns are antagonistic to the "Cubanola" cigar a product of the American Cigar Co., nothwithstanding the extensive advertising. Several stores which had displayed numberless signs on the exterior, are now bare of any such sign, while the interior bears the same evidence of suppression, the goods being, if handled at all, put in an obscure place in the show case. One dealer explains himself in a very significant manner by saying, he "did not wish to handle anything in which there would be no profit," which would be the ultimate result if the cigar was a success.

The new building recently erected by Michael Hose, of Dallastown, for a cigar factory has been completed. The concern is styled the Dallas Cigar Co., and employs about 50 hands. The products of several other large factories in the county are utilized by this firm in filling their orders. The imposing building and large business reflect much credit upon Mr. Hose, as well as the community.

Kohler & Co., of Dallastown, are distributing a very nice leather novelty to their customers as a token of appreciation of their trade.

A very good smoke, and one that is made in our very midst, is the "Crystal Palace," made by Z. S. Sheaffer, who conducts the Crystal Palace store in the Square. This piece of goods has quite an enviable reputation in York, and deserves it. Mr. Sheaffer was substantially remembered by his employes on Christmas.

L. G. Pfaff, the genial Chief Burgess of Hanover, was in our city during the past week. Mr. Pfaff says he has a great many cigars on hand, but as the trade is opening up nicely, such stock proves to be very good property.

Mr. Siers, of the Siers Cigar Co., Altoona, Pa., was in the city visiting the trade and arranging for new business.

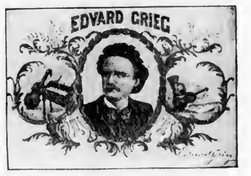
We noted the presence of Chas. Melhorn, from Hanover, in the city. Mr. Melhorn has handled, in connection with his leaf business, an enormous amount of cigars during the past year.

Imports of Cigars and Leaf Tobacco
FROM HAVANA
Per steamers "Monterey" and "Morro Castle."

CIGARS	cases
Acker, Merrall & Condit, New York	25
Park & Tilford, New York	25
Waldorf-Astoria Segar Co., New York	6
B. Wasserman, New York	6
S. Bachman & Co., San Francisco	5
Duncan & Moorhead, Philadelphia	4
Estabrook & Eaton, Boston	4
S. S. Pierce Co , Boston	4
G. S. Nicholas, New York	3
C. B. Perkins & Co., Boston	3
Daniel Frank & Co., Boston	2
The Weideman Co , Cleveland	2
Sprague, Warner & Co., Chicago	2
M. A. Gunst & Co , San Francisco	2
W. A. Stickney Cigar Co., St. Louis	1
Total	94
Previously imported	9.777
Total imported since Jan. 1,	9,871

LEAF TOBACCO	bales
Fernandez Bros. & Co., New York	169
A. Pazos & Co., New York	127
Guedalia & Co., New York	95
R. Hoffman & Son, New York	85
American Cigar Co., New York	80
Hans Bros., Cincinnati	80
Havemeyer & Vigelius, New York	77
Greenhall Bros., New York	56
Egerton & Joel, Bostou	50
L. W. Scott & Co., Boston	50
G. Salomon & Bro., New York	41
L. Goldschmidt & Co., New York	40
I Bijur & Sons, New York	38
A. Gonzalez & Co , New York	34
Berriman Bros., New York	30
M. Stachelberg & Co., New York	30
J. Bernheim & Sons. New York	29
Jos. Mayer's Sons, New York	28
S L Goldberg & Sons, New York	16
J P. Portuondo Cigar Co., Philada	16
Hinsdale Smith & Co., New York	15
S. Rossin & Sons, New York	7
Sutter Bros., Chicago	5
Calixto Lopez & Co., New York	3
Loeb-Nunez Havana Co., Philadelphia	1
Total	1,207
Previously reported	120,628
Total imported since Jan. 1,	121,837

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Established 1870 Factory No. 79
S. C. KOCHER
MANUFACTURER OF
Fine Havana Cigars
AND PACKER OF
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS
Common Cigars furnished, if desired.

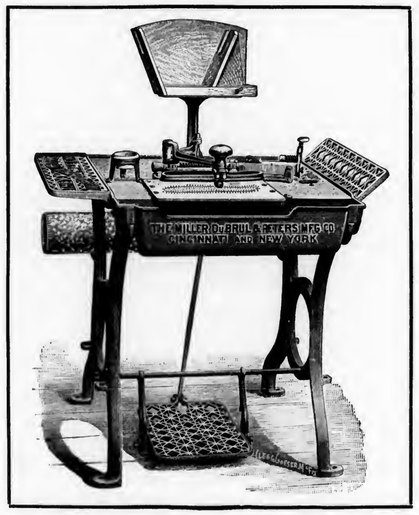
NO ROOM FOR DOUBT

It is seldom that a new article can be placed on the market in regard to which there is no room for doubt as to its value, importance and efficiency.

The DuBrul Dieless Suction Table is an exception—a notable and distinguished exception.

Here is a table which speaks for itself.

To see it in operation answers every point that can be raised against it, and silences the most prejudiced critic.



The suction table has always been open to serious objections.

Dies and rollers are responsible for these disadvantages. The dies, rollers, rolling arms, pivots, screws, collars, platens, and other mechanism require constant attention to keep them in condition to do the work; the rollers passing over the dies constantly mash them down; the rollers themselves require re-polishing and oiling and careful, frequent adjustment to the wear of the die. All this makeshift mechanism requires frequent attention, re-adjustment and repair. The die is in the way of the operator. In spite of the best attention dies always become dull and leave a white streak on the edge of a dark wrapper, marring the appearance of the cigar—the ends get mashed by the rollers and this compels the operator to tear the wrappers at these points and often destroy them in the attempt.

We have been trying to overcome these objections for a long time and we have succeeded. We have wiped them out completely and have in their place a table which is really a wonder.

There are no dies and no rollers.

The cutting is done by a circular knife which is easy to keep sharp and needs absolutely no adjustment. The cutting mechanism swings out of the way after the wrapper is cut, and the rolling plate is open and free so that the operator is not in the least hampered by any complications. It is natural to do palm work instead of finger work, and you get a hand-made cigar that cannot be surpassed in any way. You get a larger output, you have a table which anybody can learn to roll upon in a very short time, and the DuBrul Table is so simple in operation that it never gets out of perfect order, and operators will not raise the slightest objection to it, as they have always done to other suction tables, so that they will never work any other kind if they can get work on this.

We would like to hear from you about this table.

We would like to tell you more about it, and we would be glad to do so if you would take the trouble to ask us.

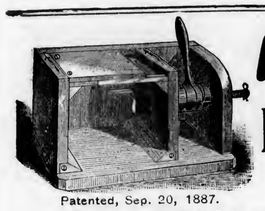
We still make our Die Table, admitted the best of that kind; we show it alongside of the Dieless Table at both of our offices.

When writing to us ask for booklet W. S.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

6



Patented, Sep. 20, 1887.

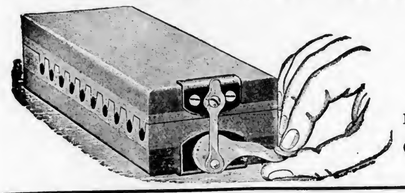
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

El Basco. No. 13,537.
For cigars. Registered December 30, 1901, at 5 p. m., by Bacharach & Strauss, Philadelphia.

Foyer Club No. 13,538.
For cigars, cheroots and cigarettes. Registered December 31, 1901, at 9 a. m., by the Matthews Cigar Co., Baltimore, Md.

Cuban Pets. No. 13,539.
For cigars. Registered December 31, 1901, at 9 a. m., by W. W. Riegel, Reading, Pa.

Six Cigars in Foil. No. 13,540.
For cigars. Registered January 2, 1902 at 9 a. m., by the Baer-Sprenkle Co., West Manchester, Pa.

Rapid Rate. No 13,541.
For cigars. Registered January 3, 1902, at 9 a. m., by Sam'l Bromberg, Philadelphia, Pa.

REJECTIONS.

"Cremation," "Addition," "American Conquerors," "Cuban Sports," "Cuban Puffs," "Vandyke," "Regal," "Maud Muller."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

La Flor de Albert, Grande Smokers, Sig R. Young Coon, La Fezora, Aguacate, Estandarte, Arepo, Utoka, Cerro del Sol, Avadava, Havanava, C. X. Ogden, D'Esopo's Red Men Bouquet, Luna, Erato, Booked Filler, Dutch Cock Tails, Spanish Cock Tails, Vanderbilt Square, Syracuse University, W. A. D. & W. H. B., S R. T, Canebra, Lord Vincent, Centennial Club, Post A., St. Louis-Missouri Division, T. P. A., L. W. V., Shenandoah Valley, La Flor de Charles F. Bier, Frank H. Peavey, La Flor de Peavey, McKinley's Favorite, Royal Irish, La Juanos, Metal Seal, Dabobs, Masterwork, Marca Legitima, Pedro Cetao, Leslie M. Shaw, Lady Lennox, George the Third, Suffice, The Mallet D'ri and I, Compitalia, Cretan Bull, Demeter, Heliades, Capitolinus, Juvenal, Mercurius, Pedasos, Penates, Pentheus, Pergamon, Persephone, Pindus, Plouton, Pandion King Minos, Nereus, Flor de Galatina, Mi Concha, Lost Pair o'Dice, Jai Alai (Happy Game) Flor del Fumar, C. Z. Ponies, Union Im. Duke of Sparta, El Orador, La Vida de Cuba, La Vida de Habana, Pacifica, Victoria de Hoja, Scottish Rite, El Suelo, El Malcon.

Western Tobacco Markets.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in Dec.	90 hhds
Sales in Dec.	95 "
Shipments in Dec.	327 "
Stocks, Jan. 1	531 "

Buyers stocks are 357 hhds, and unsold stocks 174 hhds.

Our stocks are now smaller than they have been for years, over 2000 hhds less than they were a year ago.

Our receipts this week were 29 hhds. all new crop; private sales 24 hhds, all old crop.

There is less buying in the country but the present mild weather enables planters to handle their crops, and receipts are full at the prizing houses.

QUOTATIONS.

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

HOPKINSVILLE, KY.
M. D. Boales.

The old year is gone, and also the old tobaccos. The stocks in Western markets are lower than known for many years. This speaks for the year's business louder than

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

CAP. CITY 75,000 PER DAY.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25 000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

JACKSON & LEBER No. 1597

Successors to W. C. JACKSON, Manufacturers of

Our Special Brands: **La Especial—5c. King of All Eagle Cliff's Sports**

HAVANA AND SEED CIGARS

Special Brands to order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"PERFECTO"

Cigar Bunching Machine

Makes Perfect Work with unskilled labor.
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all.
Write for full particulars.

Winget Machine Co.

YORK, PA., U. S. A.

Dealers in and Manufacturers of

Cigar Machinery and Cigar Molds

York Standard Leaf Co.

I. B. HOSTETTER, Proprietor,

Packer and Dealer in Leaf Tobacco

No. 12 South George Street,

Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO,

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,

Wholesale Dealer and Jobber in All Grades of

DOMESTIC and IMPORTED Leaf Tobacco

YORK, PA.

H. F. KOHLER,

Wholesale Manufacturer of Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

words. The demand continues good for the remnants on sale, consisting of Lugs, Medium to Good, 4¾ to 6c. Leaf, Common to Medium, 5½ to 8c. The new crop moving freely loose at 6 to 8c, crop round. The condition of market, bare supplies of old and quality of new crop. Being the best saved for many years, portends an active and strong demand for the crop at possibly higher prices than for ten years past. Early sales probably be lowest of the year. Fine stemming leaf will sell early 7 to 8c.

MONTHLY STATEMENT	December. 1901.	1901.
Receipts for Dec.	5	150
" year	124,65	141,65
Sales for Dec.	246	85
" year	122,24	124,13
Shipments for Dec.	403	241
" year	145,30	114,16
Stock on sale	302	636
" sold	506	2,488
" on hand	808	3,124

EDGERTON, WIS.

While the situation regarding the new crop is generally quiet in the southern growing sections of the state, the pleasant weather and fine roads has given a temptation to ride and buyers are nibbling again in a moderate way. Their aim seems likely to get better acquainted with the merits of the tobacco, but sales are being made by the dealers riding, showing a growing disposition among local packers at least to take hold of the crop.

The conditions regarding old leaf remain unchanged. There are plenty of inquiries after samples but trade is generally confined to small lots to manufacturers. 1900 leaf is held at strong figures. F. S. Baines sold an 86cs lot during the week.

The growers are progressing with their stripping where the crop has been removed from the sheds and in some instances this work is completed.

Shipments, 1356cs.—Reporter.

JANESVILLE, WIS.

There are no new developments in the local leaf market. A few buyers are riding, and now and then a crop is picked up at prices that have prevailed for some weeks past. Buyers still complain that the farmers are asking more than the quality of the tobacco will warrant them in paying, hence the small number of purchases made.

Stripping is progressing rapidly and some farmers have finished. A few crops are delivered at the warehouses each week and assorting is being done in a mild way.

In old goods there is little change to report. The demand is good and even urgent, but sales are limited, owing to the scarcity of goods for sale. George M. Decker sold 300cs and F. S. Baines sold 86cs.—Farm and Home.

—The consumption of tobacco in England is reported to have doubled in fifty years. In 1841 it was 13¾ ozs., in 1851 16¼ ozs., and in the year ended March 31, it was 32¼ ozs. per head.

Manufacturer of Cigars.

ALL GOODS SOLD DIRECT

At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.

B. S. TAYLOR,

YOE, PA.

Packer and Dealer IN ALL GRADES OF LEAF TOBACCO

All goods handled at my own warehouses.

How It Is Done in Iowa.

BY ONE WHO HAS BEEN THERE.

The prodigious results of a one man power, when properly directed were manifested in Council Bluffs, Ia., not long since. In all the noise and commotion and the bewildering confusion of colors precipitated by the crowds of people witnessing or participating in the exercises incident to the opening and dedication of the new Elks' building, the noise and commotion and the profusion of color produced by the activities of J. P. Warden, general western agent of the La Buta Cigar Company, of York, Pa., were by far the most pronounced. Warden is an electric storm, a cyclone, and tornado all rolled up into a solid compact man of 210 pounds, with a keen eye, square jaw and a tongue evidently made and fitted into place for the express purpose of sounding the praises of the "Hannibal Hamilin" cigar. Riding in a gaily decorated carriage drawn by plumed horses, he was always in the thick of the crowd. At one point his prodigality in handing out his favorite brand of cigar, became so engaging that the parade actually broke up and swarmed around his carriage. The cigars were cleverly attached to a badge, which was dexterously pinned to the coat of each smoker and when the cigar was removed from the loop the badge remained to continue the advertisement. At the cigar stands, in the cafes, in the hotel rotundas, in the retail cigar stores, on the streets, in fact, wherever men congregated, Warden seemed to be at hand Never before has a single individual more actively spread the merits of a cigar over so much territory in a given length of time as did Warden in that city. A sharp and ready demand for the cigar was created by his persistent effort. His display was so free and open handed, his talk so swift and entertaining, his tobacco logic so irresistible that men who had not had a taste of his delectable product were induced to smoke and for some reason continue to smoke, the cigar whose praises and fumes seemed to pervade the air. The Harle-Haas Drug Co., the local distributors of the "Hannibal Hamlin," were kept busy during the day filling orders that followed in the wake of Warden's pageantry.

Mr. Warden represents the La Buta Cigar Co., of York, Pa., and makes the drug house of the Harle-Haas Drug Co. his headquarters while in the city.

Something the Matter With the 'Phone.

She tripped into the corner drug store with the grace that is distinctly Kentuckian. The north winds that swept out 4th ave from the chill surface of the Ohio left their impress on her cheeks, a rich red that told full well she was not on a rouge errand. The raglan she wore was not ultra enough to disguise a form as bewitching as her face.

She approached the clerk at the fountain, and in a voice that made even the grum proprietor look up in admiration, sweetly said:

"May I use your 'phone?"

"Cer ainly," was the reply.

The man who serves hot chocolates spoke as if charmed. He would have given her the store for the asking.

With a pretty nod of the head that made the dark brown pompadour fall lower on the left of her fair brow she shot a glance from a pair of lustrous eyes that could mean whatever the clerk might wish, and, stepping over to the showcase, picked up the receiver.

There was a flash of light as the instrument went to her dainty ear and a wealth of brown hair was barely saved an uncomfortable singeing. She had tried to use the new nickel plated cigar lighter before the enchanted fellow at the fountain could tell her the telephone was at the rear of the store.

A blush that drove away every vestige of color made by the wind spread quickly over the girl's face, but she was game, and walked back to the real 'phone. She didn't tell the person she called, however, of her narrow escape from reducing her tresses to ashes.—Louisville Courier-Journal.

—A new match bowl has a space in the lower part of the globe for the purpose of holding rose water. The scent escapes through a circular hole which is left in the side of the bowl. The cigar ash is intended to be placed in this aperture, so that the scent of the roses may overcome that of the tobacco.

Patents Relating to Tobacco.

690,272 Cigar tuck-crimper; John Haines, New York city.

690,188 Pasting device for cigarette machines; Richard E. Rosewarne, Covington, Ky., assignor to Miller, DuBrul & Peters manufacturing Company, Cincinnati, O.

689,932 Tobacco-truck; Gedaliah Tucker, Winterville, N. C.

35,521 Design, cigar wrapper cutting and rolling table; Napoleon DuBrul, Cincinnati, O.

35,522 Design, Cigar-wrapper cutting platen, Napoleon DuBrul, Cincinnati, O.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,

Manufacturer of

Hand-Made Cigars:

"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"

Leaders in Five and Ten-cent Goods.

Private Brands to order. Red Lion, Pa.

5 CENT BRANDS
Light Horse Harry
La Calanteria
Casandra
Indian Pride

J. M. McGUIGAN

MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco

RED LION. YORK CO. PA.

T. L. ADAIR, Established 1895

Wholesale Manufacturer of

FINE CIGARS

Red Lion, Pa.

Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

SLAVONIAN CLUB
Domestic Tobacco
No. 1—Ten for Five Cents.

J. SAKON,

Manufacturer of

Turkish Cigarettes

Importer & Manufacturer of and Dealer in

Turkish Tobaccos

433 N. Second Street,

Philadelphia.

Distributors wanted everywhere.

TURKISH PUFFS
Pure Turkish Tobacco
Ten for Ten Cents.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated PRINCETON CADET

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler, 2 for 5 Cts.

Sold through the Jobbing Trade. Factory, 119 S. Christian St.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

ESTABLISHED -1888-

SAMUEL SHEFFLER,

BRANDS: Pgh. Kids. B. S. Stogies. Sweet Suckers. Three Cheers.

BRANDS: Pearless. Kill Trash. Pgh. Star Sweepers. Napoleons.

MANUFACTURER OF

Pittsburg Stogies.

54-56 Enoch St. PITTSBURG, PA.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT

Heat Motor Co.

Manufacturers of the

New Automatic Advertising Devices

340--342 N. Concord St.

LANCASTER, PA.

Steam or Frost on Show Windows.

(Concluded from p. 7)

Moreover, in numerous trims an air blast is very helpful in producing surprising effects. There is no end to the mechanical wonders which can be produced in a window provided with an air blast apparatus. In the summer attractive arrangements of flags and decorative streamers can be put in, creating no end of diverting decorations. While these have no particular bearing upon preventing frost, they are mentioned merely to show that an artifical ventilation system, which keeps windows from steaming or frosting in winter, is equally useful in summer, and the expense should be divided between the two seasons, not charged wholly to one.

There is one old fashioned way of preventing frosting, which is satisfactory. Keep the room so warm that the glass will not condense much moisture, and when it does begin to collect wipe it off with a soft cloth. This method has certain merits not possessed by others It requires no special apparatus. The articles used are always at hand, and anyone can work them effectively. The moisture will come principally from the open door. That is, when a customer enters a flood of cold air will follow and will condense the moisture in the inside air until the inrushing gust is warmed to the same temperature as the room. If some of the steam floats over to the window, wipe it off. You are not too busy, as a rule, and if you are designate someone else to do it. Your window will be kept clear, and that is worth considerable effort.

The Tobacco War In England.

Bad temper is beginning to show in the great tobacco war for the control of British trade between the American Tobacco Co. and the combination of British manufacturers, says a recent letter from London. The British contestant is beginning to indulge in personalities. For several mornings now the leading firm in the British combine has been coming out with illustrated advertisements in the papers, picturing the American eagle trying to masquerade as the British lion, or showing Uncle Sam hiding behind an imitation bulldog, while the real thing in bulldogs looks on disdainfully. This morning we have John Bull shooting the American eagle full of holes, with appropriate text above, describing the fate of foreign invaders who come over to pose as home industries.

The conflict is a huge joy to the newspapers. One day this week the whole nation was startled by a blast of a full page in nearly every leading London and provincial paper, announcing that "Americans whose markets are closed by prohibitive tariffs against British goods have declared their intention of monopolizing the tobacco trade of this country. It is for the British public to decide whether British labor, capital and trade are to be subordinate to the American system of trust monopoly and all that is implied therein."

The advertisement appeared in about a hundred newspapers, and it is estimated that it cost the British combine around $35,000 for that one day's advertising. Incidentally, it paved the way for a more lively style of advertising in the future. Many of the papers have all sorts of hard and fast rules for the government of advertisers. Type above a certain modest size was prohibited; the style of cuts was confined by strict regulations, and the amount of advertising to be accepted on any one day was carefully limited. But the huge orders for tobacco "ads" are changing all that.

So far the American Company has spent penny for penny about as much as its British brethren for advertising, but its advertisements have not been of a controversial nature. They have been devoted mostly to a simple statement of the merits of its wares. In the meantime, the familiar brands of American cigarettes are as cheap here as they are at home, wh reas they used to cost twice as much.

BUSINESS CHANGES, FIRES, ETC.

California—Long Beach—J. C. Weiss, cigars, etc.; succeeded by T. B. Goodnight.

Colorado—Greeley—Frank Dupree, cigars, etc.; sold to J. Patterson.

Florida—Tampa—A. Rico, cigar manufacturer; succeeded by Himeman Bros.

Illinois—Chicago—George Demarios, cigars, etc.; chattel mortgage on fixtures.

Emil Schonlan, cigars; bill of sale on stock, fixtures, etc.

Indiana—Indianapolis—Charles F. Meyer & Bro, wholesale and retail cigars and tobacco; purchased R. E $6 000 and gave R. E. mortgage $4,500.

Kansas—Ottawa—W. H. Glairville, cigar manufacturer; sold one-half interest.

Maryland—Baltimore—P. F. Pipitone, retail cigars and tobacco; sold out to Lipman & Fineman.

Massachusetts—Boston—Chas J Reardon, cigars; chattel mortgage, $200.

New York—Albany—Leonard Livingston, tobacco, etc; bill of sale $900, judgment $234.

New York City—Hartman & Kohn, cigar manufacturers; offered to compromise.

Ohio—Middletown—The Wilson & Callay Tobacco Co.; sold out to Continental Tobacco Co.

Pennsylvania— Altoona — Cunningham Bros. & Co., tobacco and cigars; dissolved.

Lancaster—Weil & Siesel, leaf tobacco; dissolved.

Scranton—William P. Shoop, cigars and tobacco; dead.

Texas—Fort Worth—J. A. Starling, cigars and tobacco; succeeded by Starling & McDowell.

FRANK M. TINKHAM

FRED H TINKHAM

TINKHAM BROTHERS

WHOLESALE

CIGARS AND TOBACCO

New Gifford Building, Brooklyn Square, Corner Main

Jamestown, N. Y., Sept. 28, 1901.

ORIOR LID REST CO., READING, PA.

GENTS:—Yours received with samples of Lid Rest. Now we do not manufacture cigars, but we buy largely of George A. Kent & Co., Hummell & Co., Barnes, Smith & Co., and Hull, Grummond & Co., all of Binghamton, N. Y. Now if you can get the above firms interested, we think, they would use a great many of them, and we would consider your Lid Rest a fine thing to have attached, as every box should have a lid holder to make a proper showing in a case.

Yours, Tinkham Bro's

THE ORIOR LID REST CO.

Manufacturers and Patentees of the

Orior Combination Box Opener, Label Cutter and Lid Rest

READING, PA.

Phone 2-36-71-Y.

A. KRETZSCHMAR & CO.

Steam Cigar Box Manufacturers

No. 1220 NORTH STREET,

Between Wallace and Fairmount Ave., 12th and 13th Sts.

Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. ORDERS BY MAIL promptly attended to PHILADELPHIA, PA

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with CIGAR BOXES

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., Lancaster, Pa

Agents for "Havanarine."

ADEN BUSER

Manufacturer of

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

INLAND CITY CIGAR BOX CO.

Manufacturers of

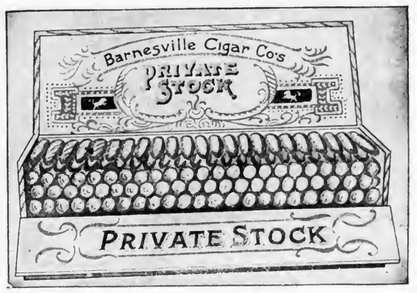
Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Cigar Shaped Stogies



Our goods are all made from Good Old Filler Stock of **Little Dutch and Zimmer,** and we always get a choice of selections from the larger packings. The excellent filler we use is really the secret of our success.

Do you want to participate with us in SOME GOOD TRADE?

Address for further particulars,

BARNESVILLE CIGAR CO.

BARNESVILLE, O.

W. H. BARLOW, Proprietor.

COW

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN **CIGAR BOX LUMBER,**

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Jno. Enos R. Williams & Co.

OWNERS AND BUILDERS OF

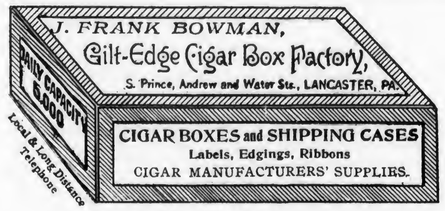
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.



Paper Backed Foil

PURE TIN FOIL | Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York | **COMPOSITION FOIL**

Corrugated, Colored and Printed Foil

TOBACCO MARKETS

CONNECTICUT VALLEY.

Packers are looking over crops in many of our towns, yet trade is far from rushing. The feeling among our growers is that they are far from being impressed with the seemingly vicious attempt to give the crop a black eye. The pompous and well fed packer rushes early into the field, and bargains right and left for the leaf while it is yet standing in the field. But now, later, he refuses to take the crops he honestly bought. Some suits have been commenced to test the question of the validity of the verbal contracts. We hope that the results will settle the question of the validity of such verbal bargains, so that growers may know what to expect when they have bargained their crops. It is with much confidence that we repeat what we have often said: "Don't sell before stripping without a suitable amount of money paid as a forfeit." And we further hope that our growers will assort and pack their own crops. If it goes to some warehouse for assorting it is the farmers who do the work. If they are competent to do the work in the warehouse, why not to do their own?

Our correspondents write:

East Hartford, Ct.: "Since writing before a few sales have been made of broad leaf at prices of 22c and 5c down to 18c and 5c; some sold their crop at 20c through There is some sweat tobacco in some sheds. It was nearly all down, and assorting is in order. We have further news about the sale to Taylor, of Westfield, of 15 acres of Havana seed by Charles Vauch and 15 cases of 1900 seconds at 19c. and a through crop at 19c and 5c by Mr. Burnham "

East Granby, Ct.: "Several crops bargained for last fall are refused only at reduced prices, and it is probable that suits may be commenced."

Montague: "The 1901 crop is all down and stripped. and we are well pleased with it. It's very free from damage, thin, light colored and flexible. So far no sales "

Whately: "We have an excellent crop this year. Very little damage by pole burn, as the bulk of it was housed after the sweaty week. It is nearly all stripped and ready for assorting. A few will begin sorting and packing soon "

Conway: "Nothing new to report. Some few of the growers have not finished stripping Some of them will continue assorting this week."—American Cultivator.

BALDWINSVILLE, N. Y.

The market continues quiet with but little activity among the buyers; most of them have been doing no riding. J. M. Falk and K. S. Falk, of New York, are registered at the Seneca House and have been riding with J. T. Skinner They are reported to have bought a few crops at the prevailing price which now ranges from 8 to 10c in the bundle, with an occasional better price for exceptionally fine crops. James Mehan, of Cato, representing Gans Brothers & Rosenthal, has been buying in the vicinity of Cicero, and is reported to have made a number of purchases at from 8 to 10 cents in the bundle. F. M. Dunham is still buying an occasional crop of old. Charles R. Northrop, of Lysander, received a number of new crops in the bundle, at the D., L. & W. R. R. freight house Monday, shipping to Lancaster, Pa. About a car load and a half was taken in and it was all of fine appearance. Now that the holiday season is over it is expected that activity among the buyers will be resumed.—Gazette.

In Cigar Leaf Growing States.

Buying came to a standstill during the holiday season in the Onondaga section of York State. Growers have been pushing stripping and some have finished. The tobacco weighs up very light. The quality is the finest in some years, and most crops are light in quantity. A considerable portion will be used for wrapper purposes, as quality is much better than usual, as well as because of the shortage in wrapper stocks. Some crops have been sold at 7 to 9c and that is what growers are generally holding for; if they do not get it, the intention is to assort the crop and pack —In Pennsylvania, aside from stripping being pushed. tobacco matters are at a standstill. Very few sales by growers. Buyers are actively at work picking up the remaining 1900 Zimmer at 7 to 10c. The severe cold weather put a stop to all operations during middle December in the tobacco industry —In New England. interest continues to increase concerning the raising of Sumatra Seed under cheesecloth. Already one corporation has been organized with a capital stock of $115 000, and another with $125,000, all paid in. A third company has been incorporated, composed entirely of growers in the town of Suffield, with a large capital stock. Rumors are in the air that several other corporations will be formed before the planting season opens. There is great interest and there will be numerous individual growers who will plant a small acreage under cheesecloth.—American Agriculturist.

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and with all the **Cheapest**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

Weigman Bros., Rabinovitch & Co. L'm'd,

IMPORTERS AND MANUFACTURERS OF

Russian and Turkish *Tobacco & Cigarettes*

OF THE FOLLOWING BRANDS

TRADE MARK *Medjidie, Ruble, Shah, Etc.,* MADE UNDER SANITARY CONDITIONS

517 SOUTH FOURTH STREET, PHILADELPHIA, PA

Acme Extract & Chemical Works

HANOVER, PA.

Manufacturers and Importers of

Havana Cigar Flavors

Extracts, Betunes, Sweetenings and Specialties

FOR ALL KINDS OF TOBACCOS

DOMESTIC CIGAR SPOTTER

Try The Tobacco World's Registry Department.

MUTILATED PAGE

ADVERTISING NOVELTIES.

THE BRUNHOFF MFG.CO.

HAMILTON·OHIO·

SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher

Hopkinsville, Ky

M. H. Clark & Bro

Leaf Tobacco Brokers,

Cable Address, "CLARK."

HOPKINSVILLE, KY. PADUCAH, KY.

Clarksville, Tenn.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

le Droit Building, WASHINGTON, D. C.

Most Powerful, Agreeable and Cheapest Sweetener

GLYCOSINE

(550 times stronger than sugar)

Broadest Guarantee on contract. Write for sample and particulars.

VANILLA EXTRACT

BASILY MADE WITH

FRIES BROS.' Vanillin, Coumarin, etc.

Send for Formula, Quotations, etc.

FRIES BROS. Manufacturing Chemists, 92 Reade Street, New York

REGISTER YOUR TRADE MARKS WITH THE TOBACCO WORLD

The Wilson & McCallay Co's Formal Announcement.

The Wilson & McCallay Co., of Middletown, O., have issued the following formal announcement of the transfer of their business to the Continental Tobacco Company:

MIDDLETOWN, O., Dec. 31, 1901

TO OUR CUSTOMERS:

This is to inform you that this Company has this day sold its factories, machinery, manufacturing material, freshly manufactured tobaccos, brands, trade-marks, patents, processes of manufacture and good will to Continental Tobacco Company.

Continental Tobacco Company will continue to manufacture the brands of tobacco heretofore manufactured by us, and our well-known brands will maintain the same high reputation and standard of excellence that they have for many years merited and possessed. All orders for these brands should be sent to Continental Tobacco Company, 111 Fifth Avenue, New York.

As we have not sold our accounts and bills receivable to Continental Tobacco Company, settlement of these must be made with us at Middletown, Ohio.

All unfilled orders on hand have been canceled by us.

Thanking you for past favors, and soliciting a continuance of the same for our successors in the tobacco business, we are,

Yours truly,

THE WILSON & MCCALLAY TOBACCO CO.

Seaboard Air Line Ry. Changes.

Florida and Metropolitan Limited

Leaves Philadelphia 3.29 p. m; Baltimore 5 45 p.m., and Washington 7 p.m., daily, and arrives Jacksonville 3.50 p.m., connecting for points on Florida East Coast as far as New Smyrna. Through sleeping cars to Atlanta, Jacksonville and Tampa, connecting with steamers for Cuba via Miami or Port Tampa.

Through sleeping cars to Pinehurst Tuesdays, Thursdays and Saturdays, commencing Dec. 3, except passengers in cars leaving Saturdays will arrive Pinehurst via electric road from Southern Pines

Cafe Dining Car Service

To Florida and Atlanta on Florida and Metropolitan Limited, which is an entirely new feature.

Seaboard Fast Mail

Leaves Philadelphia 7 20 a m., Baltimore 9 34 a m., and Washington 11.01 a m., daily, and arrives Jacksonville 9 05 a m., Atlanta 8.50 a m., connecting at Jacksonville for all Florida East Coast points and Cuba, via Miami, and for Tampa Tallahassee, and all other interior Florida. Seaboard Fast Mail avoids an unseasonable hour of arrival in Atlanta. Through coaches to Jacksonville on both trains.

Stop Over Privileges

At Pinehurst, Southern Pines, Camden, Columbia and Savannah on winter tourist tickets not offered via any other line, good either via Richmond or Portsmouth over Seaboard Air Line Railway.

Mileage Tickets

Good from Washington and between all points on Seaboard Air Line, including Florida, are on sale at $25 for each thousand miles, good one year from date of sale. These afford many privileges and cheap rates.

This is the shortest, quickest and best line to Florida, which this season is more attractive than ever, as never before in the history of the State has the orange crop been so large and the many other fruit growing industries so far developed.

For all information call on Ticket Agent, or address Jos. E. Miller, Passenger Agent, 836 Chestnut St., Philadelphia, Pa; John R Duval, Pass. Agent, 201 East Baltimore St., Baltimore, Md.; W. H. Doll, General Agent, Passenger Department, Washington, D. C.

THE WORLD'S Profitable Inches

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.

W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE KLEINBERG'S Chico

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

If you are looking for a Leader —TRY— STAGE QUEEN,

The Incomparable 5-Cent CIGAR . .

W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,

PACKER OF AND DEALER IN LEAF TOBACCOS

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,

Importer and Mfr. of Arabi Pasha CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck" NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila.

Bege Bros, Manufacturers of Cigars

No. 4353 Main Street, MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order: The Finest Grades of Tobacco Used.

L. BLEIMAN,

Manufacturer of Russian and Turkish Tobacco and Cigarettes

TRADE MARK L. B. PHILA. PA.

WHOLESALE,

Gold End Cigarettes a Specialty.

557 N. Second St., Philadelphia.

You Read This; Others Would Read Your Card IN The Tobacco World

FACTORIES: DETROIT, MICH.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

PLUG & SMOKING TOBACCOS & CIGARETTES.

WHOLESALE MANUFACTORY & JOBBER IN MANUFACTURER OF FINE CIGARS AND LANCASTER LONG CUT TOBACCO.

IMPORTER OF SMOKERS' ARTICLES, &c.

40 W. Orange St.

Lancaster, Pa.

Our Leading Brands: LANCASTER LONG CUT LANCASTER CUT PLUG SHIRK'S 5c, DURHAM TROTTER SCRAP For Chewing and Smoking

LATE REVENUE DECISIONS.

Use of Roman Numerals.

A cigar manufacturer has been advised that the use of Roman numerals in branding cigar boxes, or in the cancellation of stamps, or their use in connection with the printed figures which must appear on the caution notice label to show the registered factory number, is prohibited by the Regulations, No 8, article 26 of the Summary Statement, page 72.

Transfer of Unstamped Cigars.

A cigar manufacturer who desired to remove his factory to another district, transferring a quantity of unstamped cigars from the old location to the new, was advised that after he had filed a statement on Form 36½ and given a bond describing his new location in the other district, he could file a closing inventory on Form 70b, and then remove all of his material and unstamped cigars from the old factory to the new, with permission of the collector, provided he was square in his material, production and stamp accounts.

Distribution of Samples.

The Commissioner has ruled that a cigar manufacturer or his agent, or a dealer in cigars, may distribute samples from boxes properly labeled, branded and stamped, as a means of advertising the goods, and while traveling from place to place in the town or city, but a distinction must be made between such free distribution and the sale of manufactured tobacco or cigars by peddlers who are not privileged to retail cigars from the stamped packages; that cigars found in the mail not properly stamped are subject to forfeiture, and there is no authority under the law or regulations for packing two or more cigars in a paper wrapper, box or carton, the same being used as a vehicle for the distribution of samples.

Disposal of Leaf Tobacco Acquired for Debt.

In regard to the disposal of leaf tobacco, acquired from a grower in payment of a debt, the Commissioner has ruled that there is no statute preventing a creditor from accepting leaf tobacco from a farmer in discharge of a debt, but that the privilege the farmer has of selling his tobacco in its natural condition without restriction is a personal privilege that does not pass to a creditor or to any other person purchasing or receiving the tobacco; leaf tobacco so acquired could be sold at one sale to a qualified dealer in leaf tobacco or to a manufacturer of tobacco or cigars without payment of special tax as a leaf dealer, but that such creditor would not be privileged to sell such leaf tobacco to any other person for his own use or for resale to consumers.

Display of Empty Boxes.

The Commissioner has ruled that emptied cigar boxes, the stamps on which have been utterly destroyed, or defaced in such manner that they can not be used again, can be placed in show windows for the purpose of displaying the brand of goods, and that such emptied boxes would not have to be destroyed where the stamp has been utterly effaced; further, that this method of advertising is better than for the manufacturer to make dummy packages in imitation of statutory packages and seal the same with their commercial label, making it necessary for the revenue officers to break open the boxes when they are found intermingled with other boxes actually containing cigars The practice of displaying dummy packages, which are an exact counterpart of statutory boxes of tobacco or cigars, is discouraged by revenue officers, although such boxes or packages may not have a stamp, caution notice label, or other mark or brand affixed thereon.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commisison Merchants

248 South Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10-cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

We make **Strictly Standard Quality Goods.**

A SAMPLE ORDER WILL CONVINCE YOU. TRY IT.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.

IMPORTER OF CIGARS, SMOKERS' ARTICLES, &c.

40 W. Orange St.

Lancaster, Pa.

Our Leading Brands: LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c. DURHAM, TROTTER SCRAP. For Chewing and Smoking

posed adoption of the phrase "John Doe's internal revenue" in the connection stated would be inappropriate, and that such proposed label did not meet with the approval of the office.

Accounting for Cigars Damaged or Used by Employes.

In a case referred to the Commissioner, a cigar manufacturer attempted to account for a considerable shortage in his cigar accounts by claiming that part of these cigars were "cripples" and were thrown away, and that the remainder had been smoked by his employes. The collector was advised that no credit would be allowed for cigars alleged to have been used by persons employed about the factory nor for "cripples" or broken cigars, unless the manufacturer had reported the number of such cigars that he had on hand during each month, and that the only way to have credit for such cigars was to report them, and the collector then would determine whether a deputy should inspect the cigars before they were destroyed.

Removal of a Cigar Factory.

A cigar manufacturer, who desired to remove his factory to another location in the same district, was advised that, under the Regulations, Series 7, No. 8, revised January 29, 1900, page 67, a manufacturer may remove to another location in the same district without being required to stamp his cigars. Further, that in such case he would be required to make a new statement on Form 36½, describing the premises and to file a new bond with the collector for his district, who would transfer his special tax stamp to the new location; and while the collector may require him to give a new bond and file a closing inventory on Form 708 in lieu of the new bond, the sureties of the old bond could endorse thereon their assent to the removal of all the material and unstamped cigars to the new location, and agree that the conditions of the bond shall remain in force and effect at the new location the same as if no change in location had been made, and in that case a new bond was not required to be made.

Shade Growing Acreage in New England.

George T. McNess, the tobacco expert in charge of the Government party that will assist the New England growers in the cultivation of tobacco under cloth in the season of 1902, has compiled the following statement of the persons and firms who have announced their intention to grow tobacco under shade this year:

	Acres.
J. & H. Woodford, Avon,	15
Scott Woodford, Avon,	3
C. P. Croft, Avon,	15
L. M. Case and contract crops, Pine Meadow,	60
Sutter Bros., Bloomfield,	40
William J. Hayes, Tariffville,	3
H. Reed, Tariffville,	2
Connecticut Tob. Corp'n. Tariffville,	100
Ackerly Tobacco Co., Tariffville,	10
Ariel Mitchelson, Tariffville,	20
H. Smith & Co., Springfield,	25
W. R. Haskell, Springfield,	10
Connecticut Sumatra Co., Manchester,	25
Powers Company, East Hartford,	5
Bissell-Graves Co., Suffield,	15
Alfred Spencer Co., Suffield,	10
H. K. Wright, Suffield,	10
Fuller, Halladay & Haskins, Suffield,	10
Pitcher & Phillips, Suffield,	10
Olds, Whipple & Pinney, Suffield,	50
U.S. Sumatra Tob. Growing Co. Suffield,	150
Old & Whipple, Poquonock,	15
J. W. Upson, Bloomfield,	30
August Pouleur, Windsor,	20
Julius Samuel, Windsor,	5
Fred. Thrall, Windsor,	10
Edward Hebebrand, Windsor,	5
F. S. Tarbox, Blue Hills,	5
James Hayden, Haydens,	5
Louis A. Clapp, Haydens,	3
Charles Fowler, Haydens,	5
D. S. Johnson, Spoonville,	5
W. F. Grant, Buckland,	4
Granby Tobacco Corporation, Granby	11
Total,	712

To Avoid the Pressure.

A late London dispatch says that fear of an increase of duties on wine, spirits and tobacco in the forthcoming budget is responsible for heavy withdrawals of these goods from bond. Great quantities are being rushed through the custom house. The excess of withdrawals above the normal in the way of duties has been averaging $50,000 a day. It is thought that expensive cigars are almost certain to be taxed at a higher rate.

PATENTS RELATING TO TOBACCO.

695,380 Combined pipe holder and cigar tray; Lenna G. Duer, assignor to M. J. Jordan, Colorado Springs, Col.

694,962 Tobacco-stemming rolls; Jos. G. Havens, Trenton, N. J.

695,219 Splint frame for matchmaking machinery; Edward M. Lockwood, Jr., Philadelphia, Pa.

695,412 Tobacco truck; Charlie F. Moore, Ormondsville, N. C.

695,185 Tobacco-pipe; Thomas E. White, Rochester, N. Y.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY.

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ ozs., Light and Dark.

"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.

"TWO FRIENDS"—3 x 12—14 ozs., Lump.

"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.

"KENTUCKY KERNEL" Twist—10's.

"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price Lists on Application.

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MARYLAND CLUB MIXTURE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

MUTILATED PAGE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers
PHILADELPHIA

THE TOBACCO WORLD

LIBRARY. RECEIVED JAN 17 1902 U.S. Department of Agriculture

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 3. | PHILADELPHIA, JANUARY 15, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We have about

2,000 Bales

to offer of the

New Crop

MANICARAGUA

Both First and Second Capaduras

that we consider the Finest of the kind we have ever offered

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

R&B

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter III.—The Aggravating Superiorities of Sir Walter Raleigh.

By CHARLES K. FAUCHTTE, of the Consolidated Tobacco Company.

Although it is undeniable that Sir Walter Raleigh left behind him one of the best remembered of names, and although it is true that he is held up as an example of courtesy, of manly courage in prosperity and of philosophic calm in adversity, it is equally true that his contemporaries did not love him, however much they may have respected him.

You see, he was so aggravatingly superior. He was so in the habit of taking the starch out of other people's self love. And then he was such a poseur. On that famous occasion when he made a rug of his new white satin cloak, in order that Queen Bess might not soil her shoes, he did a fine thing undoubtedly, but the other courtiers who had not thought to anticipate him with their white, or blue, or pink cloaks—how they must have resented his triumph!

Sir Walter's superiorities were in every way aggravating. He always took the centre of the stage and appropriated to himself all of the applause and all of the bouquets. For instance, it was not Raleigh who first brought tobacco to England, but Sir John Hawkins, a very much more honest fellow, even if he was a swashbuckler and a pirate, yet in all the school histories down to our own day, it is the superior Sir Walter who gets all the credit for this achievement.

There were three persons, however, who gave Raleigh during his lifetime the setting down which he richly deserved. The first of these was Tyrone, the Irish rebel, who taught him that the "wild Irish" were not to be slaughtered with impunity. The second was King James who chopped off his head, and the third was Dickon Anstruthers, Sir Walter's man servant.

The popular legend has it that the first time Dickon saw his master smoking he jumped to the conclusion that he was on fire, and promptly gave him a douche of cold water

This tale always impressed me as improbable, and accordingly I sought and have found the true explanation. Raleigh didn't believe in solitary pleasures, and on his return from Virginia he made up his mind to introduce the fashion of smoking into England and some how to get a good advertisement out of it for himself. He easily came to the conclusion that the mere inhalation and exhalation of smoke was no great accomplishment. Any yeoman could do that. He must find something better for a noble gentleman to do. One day while sitting with his head thrown back and his legs stretched out before him, his brows contracted in thought and his lips pursed roundly, as at the beginning of some striking compliment to Queen Elizabeth, he noticed that the smoke came out of his mouth in rings and after ascending slowly into the air swung there gracefully until they dissolved. Instantly his moustaches curled in proud satisfaction and his eyes lighted up as do those of every great discoverer upon the realization of a pet dream.

"The smoke makes rings and the Queen's hair is often worn in that fashion. Oh, I shall make a fine couplet for her ears on that theme."

MR. CHARLES K. FAUCETTE.

Such was the first thought of this aggravatingly superior courtier. His next was still more characteristic.

"I am the only man in England who knows this secret," he said to himself "and I must perfect myself as a maker of smoke wreaths."

His studies in this direction brought about the catastrophe of the cold douche but not in the way the school books have it.

The great Sir Walter was not above taunting his servant, whenever it pleased him to do so, and many was the time poor Dickon had to stand and watch his master make rings of smoke the while he listened to that master's jubilation over his growing success in this novel undertaking.

"It is I, Dickon, only I," he would say, after every perfect ring, "who can do this. You are only a baseborn menial, Dickon. You have much cause to admire your master, sirrah, and now you have more cause than ever.

It was at the twentieth or thirtieth session of this kind that Dickon Anstruthers' gorge rose. His fury and resentment took the form which has become historical. He did indeed throw a pail of water into his master's face but not to put out a fire, merely to take down Sir Walter's overweening conceit. Then he took to his heels and disappeared forever.

"But how did that pail of water get there?" I hear some reader ask.

Whisht! It was put there for the purposes of this chapter.

[NOTE—The foregoing is the third of the series of fifty-two chapters of The Comic History of Tobacco by Divers Hands.

Chapter One—"The Truth About the Discovery of Tobacco," by Sigmund Rosenwald, appeared on January 1.

Chapter Two—"The Very First Cigar of All," by Harry S. Rothschild, of the Waldorf Astoria Segar Co., appeared last week, January 8.

Next week—Chapter Four. "Time Makes Clear One Scotsman's Joke," by Jos. F. Cullman, of Cullman Bros.

Each Chapter is meeting with a round of tumultuous applause, and hundreds of regular readers have evinced a constantly deepening interest.]

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1849

LEWIS BREMER'S SONS,

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco,

322 and 324 North Third Street, Philadelphia

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia.

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

Geo. Burghard

IMPORTER OF

Sumatra and Havana

and Packer of **Leaf Tobacco**

238 North Third Street, Phila.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

K. STRAUS & CO.

IMPORTERS OF

122 NORTH 3rd ST.

K. STRAUS

A. LOEB

PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 163 North Second Street,

PHILADELPHIA

BENJ. LABE JACOB LABE. SIDNEY LABE

BENJ. LABE & SONS,

IMPORTERS OF

SUMATRA and HAVANA

Packers and Dealers in **LEAF TOBACCO**

Nos. 231 and 233 N. Third Street,

PHILADELPHIA, PA.

LEOPOLD LOEB.

LEOPOLD LOEB & CO.

Importers of Sumatra & Havana

AND Packers of **Leaf Tobacco**

306 North Third St., Phila.

HIPPLE BROS.

Importers and Packers of and Dealers in ***Leaf Tobaccos***

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor **118 N. 3d St. Phila.**

YOUNG & NEWMAN,

211 NORTH THIRD ST., PHILADELPHIA

IMPORTERS of SUMATRA & HAVANA Packers of Seed Leaf.

Y & N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in **LEAF TOBACCO**

Tebaccy and the Dhudeen.

NEW YORK, Jan. 4, 1902.

Editor of The Tobacco World:

The first chapter of The Comic History of Tobacco is certainly immense. Allow me to say that according to ancient Gaelic thraditions tebaccy, and, mind you, that is not "tabak" nor "P. v. d. A. H.", but the original manner of writing and spelling the name, was originated by my illustrious ancestor, Brian Boroimhe, known as Briau Boru, who fell at the battle of Clontarf, in the year 87 B. C. If you don't believe me, note the following few lines from an ancient poet:

TEBACCY.

It was inthroduced in Ireland
In the days of Brian Boru,
And I'd sooner lose my life, my boys,
Than lose my Honey Dew.
My dhudeen! how sweet you are to me—
I like to see your smoke rise up
Whin I come home to tea.

The dhudeen was accordingly invinted before the cigar, and, to prove to you, also by ancient thradition, that Columbus nor Amerigo Vespuccius (a distant relation of mine, by the way) were not the first min to discover America, allow me to say that a man be the name of Tully left the coast of Galway on a morning in June, 1492, at 11 o'clock. That was an hour before Columbus started from Spain. He was never heard from. Now, if he didn't land in America, where the divil did he land? And there are Tullys here to-day who know good butts from stogies. My other ancestor, William Pinn, bought the State of Pennsylvania for a dhudeen full of tebaccy, and to prove that large min move in the same circles and that history repeats itself to-day, the Hon. Sigmund Rosenwald owns the farm where my forefather William smoked the Indians out of the State of Pennsylvania.

The ancient poet goes on to relate

TEBACCY AGIN.

It was brought into Pennsylvania
In the days of William Pinn,
Who bought the State of Philadelphia
From the wild red Indian min.

To conclude, how could anybody but an Irishman discover tebaccy? Milesius, King of Spain, his sons and nephews, settled Ireland. That is, he thought he settled it, but they are planting tebaccy to-day in the County Meath, all reports to the contrary notwithstanding, and England will smoke it, although it may not be the brand of ould Raleigh. They threw water on him whin he lit up a Long Tom. Could you do that in Ireland, unless you were near a tree?

Another thing—a Long Tom in Ireland would not be as handy as the dhudeen, if anyone criticized the tebaccy you had it filled with. It might be Mrs. Miller's worst, but it would lead to argument, and a Long Tom could not be dropped so aisy. Vuelta Abajo and Partidos and Remedios; well, they are good enough for Spaniards. We dhrove them out of Ireland, and we have been busy governing every other country but our own ever since.

On with the dance!
To the Lilies of France!
Sic simper McManus;
And Tebaccy forever!

M. E. FLAHERTY,
"Aguey-Nabey Mike."

Segar Store Suggestions

Market Value of a Window Display.

A contributor writes as follows to "Tobacco," of London:

"SIR—To some, it may appear a new feature that the tobacconist should receive payment for his services as an advertising agent, yet the making of a special display of any line of goods has a market value no less real than the space on a boarding, or in the newspaper. This should be borne in mind by manufacturers when making their advertising arrangements.

The exact monetary value could be assessed only by careful study of its comparative value with other mediums, but that it is of infinitely greater value than some which is taken advantage of is apparent. What one sees advertised in the newspaper, on the boarding, in the magazine, one is influenced in purchasing when confronted by a display of the goods in a shop window. Here it ranks with the boarding at a value of, say, one guinea to ten guineas per month, according to position and the class of shop. This is its comparative value, but it has another altogether apart from this. It has a distinct value of its own. An article introduced by a manufacturer and shown universally by his customers has created a demand, and established a sale, when not a penny has been spent in advertising. Perhaps a word should be put in here for the market value of the traveler who has been successful in securing the gratuitous display, which has often been the first step in the making of many a firm.

Its value is enhanced, since it would appear that the pushing of the goods is thrown into the contract, whilst the manufacturers' profits upon the goods sold must materially reduce the fee paid for the show. These additional values must be added to the 'window display.' They are not to be found with any other advertising medium.

Most tobacconists of any importance know the value of 'special displays' for creating sales, and one is left to imagine that the careful and studied absence of any show of proprietary articles in tobacconists' windows is due to the knowledge of this fact. The awakening is probably the outcome of modern competition, when not only the shop has to be remodelled, profits overhauled, but a premium placed upon his labor as a salesman, and every available asset taken into account. Considering his heavy rents and expenses, one would consider this is only a proper course.

Be this as it may, what we are now concerned with is the value of the tobacconist's window for use to the advertiser; and there is little doubt that, although in its infancy, the practice is rapidly growing, and many of the larger manufacturers are following in the footsteps of those of less prominence."

SUPERIOR GRADES of **Sumatra, Havana and Domestic TOBACCO**

WHOLESALE AND RETAIL,

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF **LEAF TOBACCO**

146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA.

Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.

A. KRETZSCHMAR & CO.

Steam Cigar Box Manufacturers

No. 1220 NORTH STREET,

Between Wallace and Fairmount Ave., 12th and 13th Sts.

Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA

ORDERS BY MAIL promptly attended to.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. **Philadelphia.**

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar *103* North 2d St. Philada.

"Flor de Roedel"

High Grade 10-cent Cigars

Are Known for their Uniformity.

Samples sent to Responsible Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — El-Zeno — PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

BECKER'S

TABERNERO

Factory. 1215 N. 9th St.

5c.

925 Girard Ave. **CIGAR**

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Manufacturers of **Cigar Manufacturers,**

"Americanos" Cigars and **Sixth & Race Sts.**

Weaver's Original Havana Shorts, Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE

AND

Three Black Kids

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

Haynie Cigar Co.

Manufacturers of

Haynie's Special

5c.

PHILADELPHIA. Cigar

Importers of *New York* *Amsterdam.*

F. & E. Cranz, *Sumatra Tobacco,* *114 Maiden Lane.* *Drascati.*

The "Nation's Bell"

A New Philadelphia Brand of Cigars, Made by S. Wulkan & Co.

S Wulkan & Co. commenced cigar manufacturing just six months ago, at Sheridan and Race streets, this city. The principals of the firm are S. Wulkan and S Hart man, both cigar manufacturers of wide experience, and truly experts in the manipulation of the leaf, having been previously identified for many years with several of the most extensive manufacturers of the United States. It is as a last resort and purely owing to the effect of combinations among several larger manufacturers, that these two ambitious gentlemen decided to embark in the trade upon their own account, and considering the present close competition, the firm has made substantial and encouraging progress from the beginning. Their products have already been successfully placed with a number of prominent wholesale houses in this and other cities, and the prospect for a rapid growth in their trade is very promising.

A line of goods ranging in price from $25 to $60, has been made, all with Sumatra wrappers. Their specialty, however, is the "Nation's Bell," a $35 cigar which is already on sale at many retail cigar and drug stores here.

A more appropriate title for a new cigar to be brought out in this city could perhaps not be easily suggested, and it has evidently appealed to many a patriotic citizen here, as well as to dealers. The label is one of special design and excellent coloring, containing a miniature reproduction of dear old "Liberty," flanked on one side by a cut of the Wm. Penn House, and on the other by a representation of Betsy Ross displaying the first flag containing the original thirteen stars, and underneath is the wording "American's Favorite," from which we infer that both the bell and a good cigar are favorites with many a true American.

The "Nation's Bell" cigars are made up in several shapes and sizes, all hand work, of old and carefully selected stock, and go to the dealer at $35 per M.

The Lovell & Buffington Co. Entertain.

Nearly a Score of Salesmen Spent a Couple of Pleasant Days at the Factory Headquarters.

The Lovell & Buffington Co., of Covington, Ky., recently entertained its traveling salesmen who came from all parts of the country. They were the guests of the company for two days, during which time they were extended the courtesies of this house under the direction of the company's general manager. L O Hamilton. Elaborate preparations had been made for their comfort and enjoyment at the Hotel Emery, Cincinnati, O. The party included John Elicott, Buffalo, N. Y., A. P. Prosser, Peoria, Ill., H. Balmer, Kansas City, Mo., John D. Moore, Indianapolis, Ind., J. Pierce Flowers, Philadelphia, Pa., O. S. Kimball, Louisville, Ky., W. F. Decker, Terre Haute, Ind., O. E. Frusler, Indianapolis, Ind., P. C. Buffington, Huntingdon, W. Va., W. L. Sharp, Lexington, Ky., Jonas Wildermuth, Columbus, O., J H Hunter, Sardis, Ky., H. J James, Covington, Ky., J. W Robson, St. Louis, Mo., F. R. McCormick, Covington, Ky., R. D. Best, Cincinnati, O., and O. W. Fosdick, Liberty, Ind.

R. B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

4 & 2 VOORBURGWAL 227 Amsterdam, Holland. **Office, 183 Water St. NEW YORK.**

CULLMAN BROS

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.

Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.

No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 15, 1902.

The Dealer's Future.

There are perhaps many members of the retail trade who believe that there is not a bright prospect for the future before them It would be difficult to advise such men as to what steps they should take to safe guard their interests. They claim that a gigantic force of capital is arrayed against them, in view of which appaling (?) condition there is a waning of personal influence and good will—formerly potent factors in a retail tobacconist's business. It is feared that complete monopolies in their line will be the ultimate outcome. Why? For reasons too numerous to mention here; suffice it to say that, perhaps, the retail dealer has been peculiarly open to attacks of large trading syndicates. But monopolies used to be considered a bane to the community in general; now it is a question as to whether they are or not. In England gigantic companies are dominating the retail tobacco trade, and their fierce competition cannot be met successfully by a few isolated individuals.

Is there room for both? If not the success of the larger companies necessitates the ruin of the smaller. There may have been cases in which good positions, combined with valuable leases and old established business, enabled certain English tobacconists to derive a fair livelihood out of their trade, but even they are few and far between, and are said to be in rapid absorption.

A condition such as this has not yet been experience in the trade here, but it is now up to the dealers to throw all possible safeguards around themselves to insure future and continued prosperity. To the majority of thinking men it would surely seem the better to support a tradesman in his own shop than in the workhouse, and yet how many regard it in this light, and each individual seems to think that he is to profit at the sacrifice of his neighbor's livelihood, imagining, fatuously, that his own trade or profession will be exempt.

It is yet within the power of our dealers to protect themselves against such evolutions as have been described above.

All Hands Smoking.

Tobacco is in Tehuantepec a great industry. One evening some of our party of sixteen were kindly given a night's shelter, Mexican fashion, at a hacienda or farmhouse. Hotels, except in the large towns, are unknown It was about 9 p. m., when we arrived. Sitting on the wide veranda to receive us we beheld the entire family. On the right of the door was the lady of the house, in a white cotton gown, smoking a cigar; below her were the daughters and handmaidens, also smoking. On the other side of the door were the ranchero, or master, himself, with his sons and men servants. Every one was employed in rolling tobacco leaf into cigars, and every one was smoking, including a little boy not quite three years old, who had a full sized cigar in his baby mouth, which he puffed at most professionally, while in his left hand he held a banana, from which he took bites between the puffs, occasionally stopping to play with a small puppy dog. "Does he often smoke?" I asked in amazement. "Si, senora; he smokes three or four cigars a day. All our children have done so at that age." Adaptability of temperament to climate!—Fortnightly Review.

Notice to the Trade.

THE FIRM of F. C. LINDE, HAMILTON & CO. expires today by limitation. All accounts due to or by the firm will be settled at its place of business, No. 182 Pearl street

New York City. Dated Jan. 1st, 1902.

COLSON C. HAMILTON,
FRAZIER M. DOLBEER,
General Partners.
GEORGE F. SECOR,
Special Partner.

The undersigned will continue in business as Tobacco Inspectors, Warehousemen and Weighers under the name of F. C. Linde, Hamilton & Co.

The inspectors of the firm will be:

R. W. Watson,	New York City.
J. A. Brown,	" "
C. Payne,	" "
G. H. Nahrwold,	" "
A. H Clarke,	Edgerton, Wis.
H. C. W. Groose,	Dayton, Ohio.
H. Hales,	" "
G Forrest,	Lancaster, Pa.
H R. Trost,	" "
W. E. Gheen,	Antis Fort, Pa.
R. F. Thorn,	Baldwinsville, N. Y.
L. A. Mutchler,	Elmira, N. Y.
J. McCormick,	Hartford, Conn.

The warehouses of the firm are as follows:

FREE STORES.

178 and 180 Pearl Street.
138 and 138½ Water Street.
209 East 26th Street.
204-208 East 27th Street.
Dock Foot East 29th Street, E. R.

BONDED STORES.

182, 186 and 188 Pearl Street.
257 Pearl Street.

FRAZIER M. DOLBEER,
General Partner
GEORGE F. SECOR,
Special Partner.

The States from the Cigar Man's Point of View.

XI.

TENNESSEE.

One of the best cigar states in the Union.

Long may she thrive.

A thoroughly live up-to-date state in every way is Tennessee. Good schools and colleges, good railroads, good hotels, good theatres, good newspapers, progressive, enterprising citizens in even the small towns and villages, and almost every centre of population in the state is a good market for cigars.

There are two explanations of these gratifying conditions. The first is the good will with which the people of Tennessee look out upon the rest of the world, and the second is the fine missionary work done of old in Tennessee by such crack salesmen as Sol. Rosener, the late Fred V. Simons and others of their school.

In the glorious days when Fred Simons was selling cigars by the million for the old firm of Geo. P. Lies & Co., of New York, he traveled Tennessee and other states not with a band wagon but with a circus. Literally with a circus in his pay.

Mr. Rosener's methods were more quiet, but he was even more successful than Simons, and throughout his career on the road demonstrated the possession of that industry and generalship which afterwards made him so valuable to the Havana-American Company and that are now so highly appreciated by the American Cigar Company.

It was men like Mr. Rosener, Mr. Simons and their conferres who did marvelous work in popularizing the cigar in Tennessee, and the traveling cigar men of to-day and their principals, the manufacturers who send them forth, would find their path less smooth, perhaps, but for the long ago preliminary work of these able pioneers.

The Tennesseean smoker of the present day is a very good judge of cigars. He has had an excellent bringing up in this respect. He is loyal to old favorites but not at all averse to giving new brands a trial. The colored brother of Tennessee became a smoker of cheroots long before his fellows of other Southern States did so, and an important fact which is suggested for the consideration of those who love to study problems of this kind is this, namely that the negro laborer who has learned to smoke cheroots is in every way superior to the laborer of his own race who clings to the pipe or to "eatin' terbacker." The cigar may not, perhaps, be properly called an educator per se, but it is to be remarked in this case as it has been remarked before in this series of articles and will be again that the more enlightened a community is the greater is the vogue of the cigar. Is it because the cigar, far more than the pipe, leads to habits of contemplation and introspection? Or is it because a cigar smoked after a meal pleasantly aids digestion better than a pipe does? Or is the fact to be ascribed to both these causes?

Whatever may be the truth of this matter the cigar lovers of Tennessee go on record as being among the most desirable patrons the great cigar manufacturing concerns of the United States have One can buy as fine cigars in Memphis, Nashville and Chattanooga as one can buy in New York, or Pittsburg, or San Francisco, although, naturally, the demand for the finer sizes is not so great in Memphis, Nashville or Chattanooga as it in the wealthier cities that have been mentioned. Throughout Tennessee the average quality of the cigars on sale is high, indeed, very high.

Similarly throughout this most lovable commonwealth the standard of manliness is of the highest. The caricaturist finds few corners in the character of the men of Tennessee upon which to hang his pictures. They are a lofty, a genial and a thoroughly American type, and it is everlastingly to their credit that they love good cigars and know them when they find them.

Notice to the Trade.

WE beg to notify our many friends in the trade that we have severed our connection with F. C. Linde, Hamilton & Co. and associated ourselves with Mr. C. C. Hamilton in the business of Tobacco Inspecting and Weighing at 136 Water street, New York City.

F. P. WISEBURN,
LOUIS BUHLE.

New York, Jan. 9, 1902.

The undersigned have agreed to form and hereby do associate themselves together in a copartnership under the firm name of C. C. Hamilton & Co in the business of Tobacco Inspecting and Weighing. Office, 136 Water street, New York City.

COLSON C. HAMILTON,
JAMES M. CONGALTON,
FRANK P. WISEBURN,
LOUIS BUHLE.

New York, Jan. 9, 1902.

SPECIAL NOTICES.

(Ten cents per 8-pt measured line)

SALESMAN WANTED to handle a side line in all States in the Union. An advertising article of great merit, for all classes of trade. Sample can be carried in pocket. Liberal commission; write. 1-1-3. L., Box 412, Wellsburg, W. Va.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

10,000 CIGARS, made for parties now out of business, for sale at sacrifice figures. Warranted all Havana, long filler, Londres size. Address A. D. KILLHEFFER, Manufacturer of Fine Cigars, Millersville, Pa. 1-1tf

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

WANTED.—Cigarmaker wants position as Leaf Tobacco Salesman for Eastern Pennsylvania. CIGARMAKER, Box 140 1 Office of The Tobacco World, Phila.

WANTED. — Zinc-lined Cases — any size. A. D. KILLHEFFER, 1-1-tf Cigar Mfr., Millersville, Pa.

Tobacco Trade Directory
and
Reference Book
—1902—

A Useful and Handy Volume for Your Desk, whether You Are

A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,

or are in ANY OTHER WAY identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

THE LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

Complete and Absolutely Trustworthy.

Price, $1.10, Postage Prepaid.

Address

The Tobacco World Publishing Co.

No. 224 Arch Street,

Philadelphia.

NEW YORK OFFICE,
No. 11 Burling Slip.

SANCHEZ & HAYA

Manufacturers of

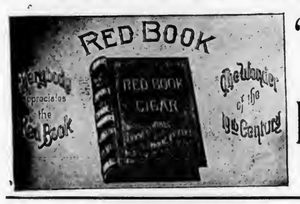
The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. NEW YORK.

SELLING BY THE MILLION.



"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

ESTABLISHED 1857.

M. STACHELBERG & CO.

Havana Cigar Makers

383--385 West Broadway,

NEW YORK.

UNANIMOUSLY PROCLAIMED SUPERIOR.

The American La Melville Trade-Mark

E. Regensburg & Sons,

Havana Cigars

118-120 Hudson St., NEW YORK.

Havana Scraps and Cuttings for Sale.

HAMBURGER BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street,

NEW YORK.

37,034 Bales of Sumatra in 1901.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Jan. 14, 1902.

One of the fool statements that dies hard has it that the total annual consumption of Sumatra tobacco in the United States is only "about" 30,000 bales, and rather under than over.

It is true that when the total production of cigars in this country was only around 4,500,000,000 we consumed less than 30,000 bales of the East Indian wrapper leaf, but now, when our manufacturers are turning out over 6,500 000,000 cigars a year the aggregate annual consumption of Sumatra must be nearer 40,000 bales than 30,000.

In 1901 the total importation of Sumatra footed up 37,034 bales and it is reasonable to infer that the bulk of this has already been used up, or is now in process of manufacture, for several large importers in this city have already sold every pound of Sumatra they bought over last year.

At this rate the Americans will buy at the inscriptions in Holland this year more than 40,000 bales of Sumatra. The hope is that reports concerning the new crop received in New York of late and which have it that the crop grown in Sumatra in 1901 is not so good as that of the previous year are untrue.

It was said in letters received here in November and December last that the crop of 1901 had had too little rain at the beginning of the season and too much at the end. The truth as to the character of the tobacco grown in Sumatra last year will not, however, be definitely known until the first samples are shown in Amsterdam next spring and then it will probably develope that the crop is as good and as abundant as usual.

***

The leaf market in New York this week was fair. The demand just now is for Havana and several houses report large sales. Among these houses are Schroeder & Arguimbau, G. Salomon & Bros., F. Miranda & Co. and others.

***

The new cigar factory of the Cabanas y Carbajal Company in Havana is the first of its kind to be built in Cuba. The steel skeleton is already in place and the stone and brick walls are going up rapidly. The building is in the business part of Havana and is over 250 feet square. It will be devoted exclusively to the factory and offices of the company. Its estimated cost is over $500,000. Marques del Pinar del Rio, the head of the house, is now on a visit to New York.

The Cabanas cigar manufacturing enterprise of Havana was established toward the close of the eighteenth century.

***

A special meeting of the New York Leaf Tobacco Board of Trade, to take action as to the proposed tariff concessions on Cuban tobacco and cigars, was held at the Board rooms on the afternoon of January 9. The following resolution was unanimously adopted:

"The New York Leaf Tobacco Board of Trade is opposed to any change in the existing tariff on cigars coming from Cuba, and is also opposed to any change in the existing tariff on Cuban tobacco, except the establishment of a specific uniform rate of duty." Walter Beer, Lewis Cantor, Charles Fox, A. Cohn and Jesse Mayer were appointed a committee to prepare a statement of the reasons for the Board's opposition to the reciprocity scheme now being mooted in Washington. At the meeting several members volunteered to visit the cigar manufacturers in order to obtain their co-operation in this matter. Secretary Jesse Mayer was instructed to write to Samuel Gompers, of the Cigarmakers' International Union, inviting him to meet the members of the Board on this behalf. The secretary was also instructed to request the Ways and Means Committee of the House of Representatives to set a time for hearing argument by the Legislative Committee of the Board. Harry S Rothschild, Frank M. Arguimbau and Charles Fox compose this committee.

***

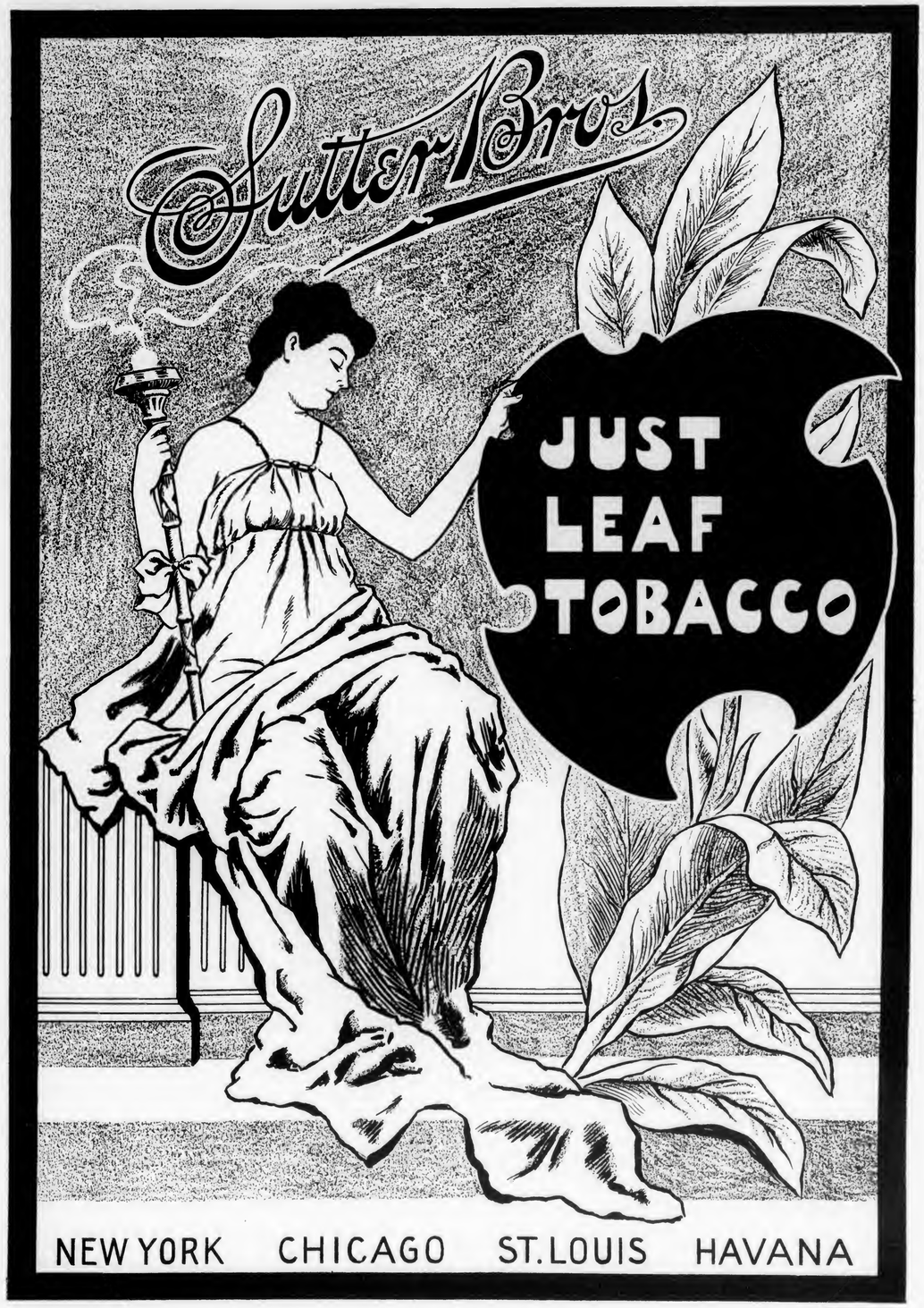
I. J. Schoener & Co. have begun the year with characteristic energy. This live young house claims to have an extreamly large assortment of fine tobaccos. M. Bauml, its representative in Pennsylvania, started for his territory with a full line of samples on January 6. Mr. I. J Schoener left for a visit to his trade in New York state and the west on January 7.

***

Rudolph Alexander and J. Heller, both formerly with Julius Lichtenstein & Co , have formed a co-partnership as leaf tobacco merchants under the style of Alexander & Heller. They are located at 163 Pearl street.

***

Edwin I. Alexander, with Gans Bros. & Rosenthal, left on Jan. 12 for a visit to his Pennsylvania trade.



E. A. CÁLVES & Co. ◇C◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS.
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special
F. C. Linde, Hamilton & Co.
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138¾ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Sreet New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.: R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

Sol. & Ben. Hamburger, formerly with I. Hamburger & Co., have formed a co partnership as importers of Sumatra, Porto Rico and Havana, and as packers of domestic tobaccos, under the style of Ham burger Bro. & Co., with offices at 228 Pearl street. Ben Hamburger will travel the west; Sol. Hamburger will look after the New York city trade and Sol. Hoffheimer, the veteran who has twenty-four years of successful traveling behind him, and who is known to every cigar manufacturer in Pennsylvania as "Uncle Sol." will visit the trade of Pennsylvania and New York state in the interest of the new house, starting out about January 21.

***

P. H. Keife, of Noble Bros. & Co., packers of Connecticut seed leaf, of Westfield, Mass., is in town

***

Schroeder & Arguimbau have assigned Charles O. Klotz to look after their trade in Pennsylvania. George F. Schnath, who had originally been assigned to this territory will be kept busy in New York State. Mr. Klotz has been with the house for the past fifteen years and will without doubt give a good account of himself in Pennsylvania.

***

M.E. Flaherty, Francisco Garcia, Andres Lopez, Bruno Diaz, Philip Fitzpatrick, Jr., and Miss Mattie Fitzpatrick, left for Havana via Tampa on January 12. At Tampa the party will be joined by Fred Opp and William Schutz; both of St. Louis, Mo.

***

Julius Schack, representing Jos. Hirsch & Son, left on January 7 for a visit to his trade in Canada.

***

Colson C. Hamilton, James M Congalton, Frank P. Wiseburn and Louis Buhle have formed a co-partnership under the firm name of C. C. Hamilton & Co. in the business of tobacco inspecting and weighing, with offices at 136 Water street. Colson C. Hamilton, the senior member of the firm, has been in business for forty-five years. His associates are also exceedingly well known in the trade as tobacco samplers. They have many friends and will without doubt receive much patronage. The firm's further plans will be announced later.

It is literally true that James B. Duke has been in treaty with the French regie for the transfer to him of its business. He has guaranteed to the Government of France a much larger revenue from its monopoly in tobacco than it has ever received, and notwithstanding the fact that the turning over of this business to this marvelous American would create a vast stir in France, there is a possibility that the deal will go through.

If it does we may expect the regies of Italy, Spain, Portugal and Turkey to follow suit The regie of Austria, the regie of Hungary and the allied regie of Bosnia-Herzegovina? Um m-m! Anyway before that comes Mr. Duke will have a word or two to say to the Russians. Oh, these are stirring times in the world of tobacco, for a solid fact.

***

A new cigar, to retail three for ten cents, has been put on the market by the American Cigar Co., under the "Florodora" brand. The cigars go to the consumer each three being held by a paper band showing a pretty Florodora girl's head. In putting this brand upon the market the American Cigar Co. avails itself of the distributing facilities of the Continental Tobacco Co.

The "Florodora" is machine made. It has a Sumatra wrapper and is a good cheap smoke.

***

Frazier M. Dolbeer, with George F. Secor, as special partner, will continue the great tobacco warehousing and sampling business of the long established firm of F. C. Linde, Hamilton & Co., at the old headquarters and under the old firm name. On another page will be found a list of the firm's warehouses and inspectors.

***

Following is a list of the directors of the Sar-Alvarez Company for 1902: Andres Sar-Alvarez, Pedro F. Pipitone, Louis S. Jackson, Louis A. Bornemann, C. Earle Miller, John W. Savage and N. B. Kneass Brooks. The officers are: Andres Sar-Alvarez, President; Pedro F. Pipitone, Vice-President, N. B. Kneass Brooks, Treasurer, and C. Earle Miller, Secretary.

***

Julius Marqusee, of 144 Water street, has leased the large ware-

(Concluded on p. 19)

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

THE LARGE SALE
which we have had on the

NICKEL CIGAR
Convinces us that careful buyers are looking into the quality more keenly than ever before, and are determined to have their goods always of **Superior Quality for the Money.**
WE CHALLENGE COMPARISON
Our Facilities are ample, and some more good distributors can be supplied.
H. SOMMER,
Manufacturer,
QUAKERTOWN, PA.

"Thirteen-Three"
FIVE-CENT CIGARS

A HAVANA FILLED AND SUMATRA WRAPPED CIGAR FOR A NICKEL.
J. K. Pfaltzgraff & Co.
MAKERS,
York, Penna.
Correspondence solicited from the Jobbing Trade.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the **Wholesale and Jobbing Trade only.**
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

WRITE FOR SAMPLE CARD AND PRICE LIST.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

36 East 22d St.
New York. **WM. WICKE CO.**

W. K. Gresh & Sons, Makers,
Factory 1839. Norristown, Pa.

Weigman Bros., Rabinovitch & Co. L'm'd.
Importers and Manufacturers of
Russian and Turkish *Tobacco & Cigarettes*
of the following brands
Trade Mark
Medjidie, Ruble, Shah, Etc.
517 SOUTH FOURTH STREET, PHILADELPHIA, PA.

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of and **Seed Leaf Tobacco**
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany. } Wis.

Reading, Pa.

Philadelphia Tobacco Pencilings.

The Cuban reciprocity proposition is somewhat agitating the cigar industry of this city, as is evidenced by the fact that a special meeting of manufacturers has been called by Herman G. Vetterlein, Secretary of the Cigar Manufacturers Association, and he has invited all manufacturers to attend. It is also equally evident that a protest against the proposed reduction of 50 per cent in the import duty, as outlined by the Cubans, will result from this meeting, which will be held this afternoon, at 3 30, at the Philadelphia Bourse.

Wm. H. Huey, senior member of the firm of Huey & Christ, wholesale liquor merchants and cigar dealers, at 1209 Market street, this city, died at his residence in Ardmore, on Sunday night. He is survived by a widow and five children—three daughters and two sons. At the time of his death he was a member of the Horticultural Society, Fairmount Park Art Association, Robert A. Lamberton Lodge F. & A M., Jerusalem Chapter R. A. M., St. John's Commandery No. 4 K. T., and the Lu Lu Temple. The funeral takes place this afternoon, and interment will be made in West Laurel Hill Cemetary.

It is expected that a new collector for the First District of Pennsylvania will soon be named by President Roosevelt, to succeed Penrose A. McClain, the present incumbent, and already Select Councilman Wm. McCoach, is talked of as the highly probable candidate. It is also intimated that Senator Quay has been instrumental in the effort to secure the removal of the present collector, under whose administration the affairs of the office have been conducted in a thorough and business-like manner. In fact he is regarded by many as among the most efficient in the Federal service.

Showell & Freyer, Ltd., the well-known fancy grocers and wine merchants, at Juniper and Market streets, have taken the local distributing agency of the "Henry the Fourth" brand made by Bustillo Bros. & Diaz, of New York, and will make it a leader in clear Havanas.

The wholesale tobacco house of Arthur Hagen & Co., for many years at 63 N. Front street, has been dissolved by the mutual consent of Arthur Hagen and Henry C. Ellis, who composed the firm. The business however, will be continued by Mr. Ellis, under the old firm name.

Ed. D. Marshall, formerly of the Allen & Marshall Co., has been engaged by the Theobald & Oppenheimer Co to represent them in the South. Mr Marshall left this city on Tuesday upon his initial trip in the interest of his new house.

Godfrey S. Mahn will leave for Havana on Saturday upon one of his periodical trips and will remain probably three weeks.

Pent Bros & Coleman Co. are putting on several additional salesmen, in this city, on the "Tahoma" cigar.

The Vicente Portuondo factory is undergoing extensive alterations in the office and shipping rooms. A complete new suite of offices will be equipped much more commodious than the former ones. A fine private office will also be at Mr. Portuondo's disposal. The factory is reported running full force, and prospects at present are most excellent.

Rumor again has it that one of our important cigar manufacturing establishments is soon to undergo a change—one of its members retiring to engage in the manufacturing line individually—but this statement could not be confirmed.

Attorney Alfred Driver, Referee in Bankruptcy, in the matter of the La Pila Havana Cigar Company has given notice that the Trustee, Edmund R. Watson, will sell at public sale on the premises, at Ybor Station, Tampa, Fla., on Thursday, January 23, 1902, the following real estate:

"Lots number d three, four, five, six, seven and eight of Block Sixty-seven of Ybor and Company's sub-division in Hillsborough County, State of Florida, and a map of said sub-division being duly on file in the office of the Clerk of the Circuit Court in and for the County and State of aforesaid in plat book No. 1, on page 22. Said land is said to be about 200 feet by 200 feet, and

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS *American Lithographic Company* CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

SPECIAL NOTICE.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila

on the same is erected a 3 story frame building, about 60 feet by 150 feet, which has been used as a Cigar Factory."

At the same time and place, the personal property on said premises will be sold, consisting of leaf tobacco, tables and benches used for cigarmaking, etc.

Among the visiting salesmen this week were: W. H. Yocum, of Yocum Bros., Reading, Pa.; E. E. Kahler, Reading, Pa.: Mr. Diaz, of Bustillo Bros. & Diaz, N. Y ; A. Van Baalen, with Geo. L. Storm & Co., N. Y.; Jas. Batterson, with the Hernan Cortez Cigar Co., N. Y.; Phil Verplank, with Gonzalez, Mora & Co., N. Y.; Mr. Morris, representing L. Sanchez & Co , N. Y.; Mr. Valk, United States representative of N. Santini & Co., of San Juan, Porto Rico, and H. Kraus, of Kraus & Co., Baltimore.

IN THE LEAF CIRCLES.

A meeting of the Philadelphia Leaf Tobacco Board of Trade has been called by Secretary (pro tem) Dohan, to be held to-morrow afternoon at 2.30, at the office of Young & Newman, 211 North Third street. The object of the meeting is the full discussion of the question of reciprocity with Cuba and the reduction of the tariff on importations of cigars and tobacco.

The concensus of opinion here seems to be in favor of a reduction of the import duty on leaf tobacco to some fair and uniform rate, in consideration of a reduction on import duty on cigars, but what the ultimate outcome of the meeting will be, it would be somewhat difficult to foretell, as there is some dissension, and some who are in favor of protesting against any change whatever. Resolutions will no doubt be passed in which will be embodied the idea of the majority of those who may be present. At any rate, it is hoped that there will be a full attendance.

It is also possible that the matter of electing a secretary may be brought up.

Dohan & Taitt, of this city, have secured the services of Ed. Levison, to visit their trade in the West, that is to say west of Pittsburg. Mr. Levison left for his territory on Wednesday, and has already reported some good business from Pittsburg and other points.

E. A. Calves, of E. A. Calves & Co., has this week received a letter from Frank Dominguez, of his firm, who is now in the interior of Cuba, stating that Remedios are fairly plentiful, and that Vuelta and Partidos are scarce, but of much better quality than he had expected to find. So far he has purchased only Partidos.

J. A. Kinney, now with H. Duys, Jr. is now making a thorough visit among manufacturers in Eastern Pennsylvania, with a full line of samples of Duys, N. A. T. M. Sumatra.

H. Dolinsky & Son are open for business at 112 North Third street, with a fairly complete stock of goods ready for inspection.

Charles O. Klotz, the new representative of Schroeder & Arguimbau is making his initial visit here this week.

Among other visitors were W. W. Kohlberg, of M. P. Kohlberg & Co., Leonard Cohn, with A. Cohn & Co., Emil Auerbach, of S. Auerbach & Co., Benno Neuberger, of E. Rosenwald & Bro., B. Regenberg, with Hinsdale Smith & Co., I. Lederer, with Rothschild & Bro., Louis Leopold, of John Leopold & Son, all of New York, and Stanton Brenner of Brenner Bros., Dayton, O.

PHILAD'A LEAF MARKET.

The local leaf market has not been specially animated so far this year. In fact, it has been entirely uneventful. No urgent demands have been experienced for any particular kind of leaf, yet prices have been well maintained all around.

Havana has had its share of a lull too. A few sample bales of the new tobacco have been received, and have been subjected to much scrutiny.

Sumatra has not been active either though slightly improved.

EXPORTS.

Liverpool—62 tons.
London—12 hhds.
Rotterdam—27 hhds. 15 cases.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

Quality and *Price* are Potent Factors in the Cigar Trade
We can demonstrate the former and guarantee the latter in our
Wyoming Elk 10c. Cigar
Correspondence solicited from desirable dealers
Samples for the asking
PENN CIGAR CO.
838 Chestnut Street, READING, PA.

MOORE & LANNING
Manufacturers of High Grade
CIGARS

OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

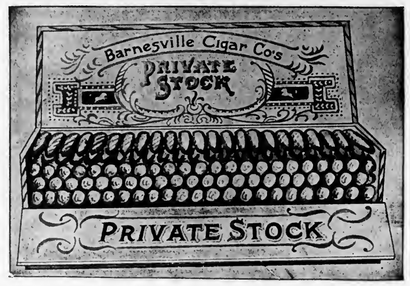
Schuster's *Civita* CIGARS
N. E. Corner
23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN,
METAL,
MUSLIN,
GLASSOID,
CELLULOID, ALUMINUM,
ENAMELOID,
OIL CLOTH,
NICKEL, and
CARDBOARD
of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

Cigar Shaped Stogies



Our goods are all made from Good Old Filler Stock of **Little Dutch and Zimmer,** and we always get a choice of selections from the larger packings. The excellent filler we use is really the secret of our success.

Do you want to participate with us in SOME GOOD TRADE?

Address for further particulars,

BARNESVILLE CIGAR CO.
BARNESVILLE, O.
W. H. BARLOW, Proprietor.
eow

Telephone call, 432-B.
Office nd W rehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

The Origin of Shade-Grown Tobacco.

The subject of the cultivation of tobacco under shade has been widely discussed during the past summer, and the general disposition has been to award the credit for the discovery to the U. S Department of Agricul ture. This is incorrect, for while the Department is entitled to credit for what it has caused to be done in the Connecticut Valley, the success of this method of growing leaf tobacco was fully demonstrated in Florida some time ago, as the following letter will show:

NEW YORK, Jan. 11th, 1902.
Editor of THE TOBACCO WORLD,

DEAR SIR:—It would appear from the letter written to Prof. Milton Whitney by Mr. J. C. Mitchelson, (published in the "Hartford Daily Times" under date of Jan. 8th) that the growing of tobacco under artificial shade was a discovery of some gentleman of the U. S Department of Agriculture; that this industry was developed under its supervision and made a success as a result of the experiments of the United States tobacco experts. Let the credit for the success of growing tobacco under shade be given to those to whom it is due. Several years ago my respected father, Mr. F. A. Schroeder, now deceased, conceived the idea that finer and thinner tobacco could be raised under artificial shade than in the sunlight. The idea had been suggested to him by the fact, that so-called orchard grown wrappers (that is, tobaccos partly shaded by the trees in the Island of Cuba) were finer in texture than tobacco not shaded. Six years ago an experiment was made by him at Quincy, Fla. A half acre of ground was covered with an artificial shade made of slats, and from that half acre this method of growing tobacco has grown to its present large proportions in Florida. Mr. M. L. Floyd, the United States tobacco expert, who has so ably superintended the experiments in Connecticut, was at one time the agent of the firm of Schroeder & Bon. of which my father was the head, at Quincy, Fla. Subsequently he was with the Owl Commercial Company, and it is from Florida growers that he has gained the knowledge that has enabled him to succeed so well in Connecticut. The growing of tobacco under artificial shade in Connecticut was not an experiment, as this experiment had already been made in Florida, and it was only necessary for the Connecticut growers to follow the methods already practiced by the Florida planters. The first to use artificial shade of any kind in any country for tobacco was Mr. F. A. Schroeder. The first to use the "cloth tenting" was the Owl Commercial Company. One thousand acres of tobacco were grown under artificial shade within a radius of twenty miles of Quincy, Fla., in the year of 1901. Fully 1,500 acres will be grown in the year 1902 by Messrs. A. Cohn & Co., the Owl Commercial Co., Mr. Taussig, Mr. Wedeles, and by the company of which I am president, Schroeder & Arguimbau. Great credit is due to the gentlemen of the U. S. Department of Agriculture who have disseminated the knowledge they have gained from the Florida growers among the tobacco farmers of Connecticut, but let some recognition be given to the man who conceived the idea, Mr. F. A. Schroeder, and to those who made his idea a brilliant success—the Florida growers.

Very respectfully yours,
E. A. SCHROEDER.

QUEEN CITY NEWS.

CINCINNATI, Jan. 11, 1902.

There has been a better feeling and an increased business this week. Particular among the tobacco manufacturers, who seem to be the busiest of all just now. Most jobbers did not order heavily in December, because they did not care to have a superfluous stock on hand at the first of the year. Since then, however, they have been ordering heavily, and all our factories are running full force. The cigar manufacturers are also doing nicely, a steady trade developing for this time of the year.

The year just passed was a very satisfactory one to the cigar manufacturer, even though the output of the district did not quite equal the exceptional figure of 1900, when there was an increase of fifty million. Apart from that year, however, 1901 shows up finely with an output of 326,776,055 which is 15 million less than the previous year. The output for December was only 21,260,630 which was four million less than November. Little cigars held their own, the 1901 figures being only 36,000 behind that of 1900. Manufactured tobacco, however, showed up best of all, the districts' output for the year being 19,581,755 pounds, almost two million more than 1900. December was a very heavy month, 2,209,982 pounds being turned out and this month promises to be as good.

J. H. Lucke, of J H. Lucke & Co., expects to make a visit to their distributors in the large cities, beginning next month. He will be gone for some weeks.

A very interesting answer has been filed by the Day and Night Tobacco Co., to the American Tobacco Co., to the latters charge that the former is infringing on their "Duke's Mixture" brand by the selling of a mixture called "Red Light." The Day & Night people deny the allegation of infringement and point out the marked differences in the packages. How the courts will settle that case remains to be seen.

A branch of the American Cigar Co., was opened at Dayton, O., last week. It is in charge of E. G. Handy, of Baltimore, and expects to run with about five hundred hands when in full shape.

An offer of a serviceable silver watch with every thousand cheroots is the latest offer Roth, Bruner & Feist are making on their "War Eagle" and "Old Glory" brands. They also have an offer of a certain number or cigars with each thousand. Mr. Bruner states that the popularity of these cheroots is gaining each day.

Next Saturday an important meeting of the local Seed Leaf Broad of Trade will be held, at which the various committees in charge of the coming convention will be appointed. The entertainment fund has already reached $2,000 and the delegates who gather here next May will find only the best of the Queen City good enough for them.

The Rapp & Klein Cigar Co., Lafayette, Ind., has been incorporated, with $3,000 capital, by Ed. Rapp, Wm. Klein, Teresa Rapp and Elizabeth Klein.

A Neil Burgess Box Party.

A box party was given on Friday evening last, at the Park Theatre in this city, in honor of Neil Burgess, who is filling a two weeks engagement in the "County Fair."

The host of the occasion was E. E Kahler, cigar manufacturer, of Reading, Pa., maker of the "Neil Burgess" brand of cigars which are distributed exclusively through the Smith, Kline & French Co. of this city, under the direction of H. B. Lockwood.

Neil Burgess' "County Fair" has this year repeated its many former successes, and every one of the recipients of an invitation to attend the "show" upon this occasion was much delighted, and not a few of the specially invited guests, as well as Mr. Kahler himself, were personally acquainted with this "veteran of the stage."

Despite long service, the "County Fair" has lost none of its old-time dash and color. Its production this year was by far one of the best the play has yet had, leaving little or no room for improvement. Its construction is different from the average play, leaving no dependence upon any single effect for recognition of its success. Its race scene, which is one of the most perfect effects ever stages, is in itself a feature well worth seeing.

Mr. Kahler's guests included artisans, professionals and laymen. They were: Maj. R. D. Coombs, Secretary Smith, Kline & French Co., H. B. Lockwood, Manager Cigar Department of S. K. & F. Co., Ben. Austrian, an artist of growing prominence, J. A. Kinney, Oscar G. Boehm, Fred. Treuleben, and a representative of THE TOBACCO WORLD.

It would be difficult to imagine a more congenial company, as each one proved himself hale, hearty and well met, and after the close of the performance, the party accompanied by Mr. Burgess, repaired to one of the popular cafe's where an elegant luncheon was served.

By this time, however, the regime

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers.
STANDARD Two-fors and Three-fors Sell to Jobbers only. Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

had become somewhat transformed, or rather the "Stars" had become changed, and multiplied by the presence of Ben Austrian, H. B. Lockwood and J. A. Kinney.

Many highly interesting reminiscences were related by Mr. Burgess and beautiful pictures were described by Ben Austrian, while the others were quite content in blowing wreaths of smoke from their "Ben Austrian" cigars.

Neil Burgess expressed sincere satisfaction at the evident success of the "Neil Burgess" cigar at the hands of Messrs. Kahler and Lockwood.

HOW IT IS IN YORK.

York, Pa., Jan. 13, 1902.

In accordance with the much talked about actions of cigar dealers, relative to the "Cubanola" cigar, the finale culminated last Saturday night in a general denunciation of this piece of goods by the Cigarmakers Union. A committee was appointed to visit all unions to induce them to withold their patronage from all dealers and grocers who keep them for sale. The following, quoted from their resolutions explains itself:

"These cigars have been launched upon the market with a grand flourish of trumpets accompanied by an enormous amount of expenditure for unheard of advertisement This famous 'Cubanola' is produced by child labor with the aid of machinery. The 'Trust,' of course, expects to have every cent expended for advertising returned, and much more besides. From what source? From underpaid child labor.

"Smokers, call for cigars bearing the blue label If you believe in combine 'Trusts' smoke the Cubanola cigar, but if you favor honest labor and fair pay smoke blue label cigars.''.

The past week is remarkable for the conspicuous importance to the tobacco trade of several suits in court. The most important of which was that of the Charles Baylor factory at Shrewsbury, Pa , which was claimed to have been burned by Wm. Worley and A. Shepp who were employed by Mr. Baylor. After several days discussion, during which some wonderful statements were made, the case was brought to a close by acquitting the defendants

It appeared that much coal oil and other inflamable matter had been kept from the time of the fire on June 17, 1901, purporting to have been found in the building. This together with an alleged confession made by Mr. Flinchbaugh, also from Shrewsbury, that he alone set this factory. as well as his own, on fire, was not admitted as evidence. This seems very peculiar when the fact is considered that the Flinchbaugh factory was consumed shortly afterwards by fire.

The charge against Charles Smith of fraudulently, secreting property was found to be legitimate, being sustained by the Grand Jury after hearing two witnesses out of a total of fifty who had been summoned for that purpose The case, will, in all probability, be tried this week.

The court issued an order to all constables to investigate slot machines operated in cigar stores in this city.

It seems to be a very strange, but nevertheless true, statement to make, that the last crop of Connecticut tobacco is now ready for the market and has been for some time, while a great percentage of the Pennsylvania crop is just being purchased from the farmers.

The Porto Rico Leaf Tobacco Co. will erect in the near future a large frame warehouse in Red Lion, Pa., for their increasing business. The building will be one story, 32x130 feet in size, one end of which will be utilized as a factory.

It is rumored that York will have in the near future a very modern and up to date tobacco warehouse, to be erected by a local concern.

The S. L. Johns cigar factory at Strinestown is very buisy at the present time.

Barney Livingston started on Wednesday last on an extended trip, acting as salesman for the J. C. Heckert & Co., Dallastown, Pa. We are informed that Barney's first order on the first day out was very satisfactory.

Mr. Heine, from Cincinnati, has been visiting the trade in McSherrystown and York for several days during the past week.

Gillen & Granat are having a very handsome and imposing office built at their place of business on Clark avenue. When finished, it will make a very fine appearance.

The Colhoun Trade Mark.

Testimony was taken last week in the U. S. Circuit Court, before U. S. Commissioner Alexander in the Calhoun cigar trade mark infringement case of Margaret Long, proprietress of the Justice cigar factory, of Lebanon, Pa , against the Gordon & Buchanan Co., of New York city. J. C. Guggenheimer appeared for the plaintiff, and Wise & Lichtenstein for the defendants.

OUR NEW YORK LETTER.

(Concluded from p 12)

house at 226 West Lemon street, Lancaster, Pa., and has installed H. S. Abelson as manager there.

***

Among Pennsylvanians visiting New York last week were Karl Straus, of Philadelphia and Julius G. Hansen, of Reading.

***

S. J. Freedman will hereafter represent Charles S Morris & Co., of "La Integridad" fame, on the Pacific Coast, with headquarters in San Francisco.

***

"Jack" Mayer has severed his relations with John W. Merriam & Co , in order to embark in business on his own account.

***

The Surbrug Co. will take possession of its new four story cigarette factory at Reade and Hudson streets on February 1.

***

Tager & Epstein, manufacturers of advertising novelties and artistic celluloid signs, will remove to 418-412 Broadway on February 1.

***

Harry E. Pyke, representing M. Foster & Co , left on Monday for his first visit of the year to his regular territory.

News from Trade Centres

ST. LOUIS.

The new year has started out in a highly encouraging way in St. Louis.

The Scudder-Gale Grocery Co. have taken in stock an additional brand of eastern made nickel goods, which were placed with the house through a local broker, and will be made by George A. Kohler & Co., of York, Pa , under the title of "City Limit."

A St. Louis Disaster.

(Special to The Tobacco World.)

"Supplementary to the petition in involuntary bankruptcy filed against the Friedman Columbia Dome Cigar Co., by the E. H. Gato Cigar Co., and others with claims exceeding $32,000 The American Cigar Co through their attorney has made application in the U. S. District Court for the appointment of a receiver. The proceedings are all stayed pending the acceptance by the creditors of an offer of 25 cents on the dollar, payable in cash within thirty days with this offer. The indebtedness is given at $71,040.38 and the cash value of all assets $23 695 14. No detailed list of creditors is available."

This company has been doing a wholesale cigar and tobacco business and their business was with a large number of people, mostly eastern manufacturers, and the list of creditors is believed to be a long one. During the holidays an extra place was operated at 522 Olive street, which was closed some days ago.

CHICAGO.

The Juan F. Portuondo Cigar Manufacturing Co., of Philadelphia, has successfully carried its crusade against dealers in Chicago accused of offering goods with similar labels, trimmings, etc., to those on the Portuondo goods. Four prosecutions were instituted, and each resulted in a victory for the Portuondo Company, as the dealers were subjected to fines ranging from $100 to $12.50, together with costs of suit.

Harry Mills, western representative of Vicente Portuondo, has been made general western agent, with territory extending to the coast.

KEY WEST.

Manufacturers have resumed with their usual working force. The past year has been a satisfactory one among cigar men here in general, and the new one promises better.

The annual meeting of the stockholders of the E. H. Gato Cigar Co. was held on the 10th inst., and all the old officers re elected. President E. H. Gato is now due for a trip to the New York headquarters. Vice President F H. Gato has spent several days in Havana.

Percy Lincoln, of P. Pohalski & Co., has been superintending the taking of an inventory at the factory.

HAVANA, CUBA.

The election of the first President of the new Republic has resulted in the selection of T. Estrada Palma.

Late rains in the Vuelta Abajo district have had a beneficial effect, and the crops are looking fine, though small. In the Remedios and Partidos districts the crops also suffer from a lack of sufficient rains, which is likely to result in a short age of crops.

John Wardlow, of the Havana Commercial Co., has returned to the company's headquarters from the States

Adonis Landfield, of New York, is here as a guest of Mark Pollock, of Sutter Bros.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Yucatan" and "Mexico,"

CIGARS	cases
B. Wasserman, New York	18
M. A. Gunst & Co., San Francisco	15
Acker, Merrall & Condit, New York	13
G. S. Nicholas, New York	12
M. Blaskower & Co., San Francisco	6
Robert E. Lane, New York	5
Calixto Lopez & Co , New York	5
Duncan & Moorhead, Philadelphia	5
Esberg, Gunst & Co., Portland, Ore.	5
G. W. Faber, New York	2
D. Osborn & Co., Newark	2
C. B Perkins & Co., Boston	1
Grommes & Ulrich, Chicago	1
W. H. Schimpferman Co., Chicago	1
Total imported since Jan. 1, 1902,	91

LEAF TOBACCO	bales
Hinsdale Smith & Co., New York	670
American Cigar Co., Chicago	300
American Cigar Co., New York	263
A. Pazos & Co., New York	174
J. Bernheim & Son, New York	136
Vondief & Vidal Cruz, Baltimore	101
M. Lorente & Co., New York	92
Jose del Sala, New York	81
M. Stachelberg & Co., New York	64
L. Bijur & Son, New York	61
George V. Watson & Co., New York	45
J. Leopold & Son, New York	43
Loeb-Nunez Havana Co., Philadelphia	37
S. L. Goldberg & Sons, New York	34
M. Atak & Co., New York	33
C. Muina, New York	31
Schroeder & Arguimbau, New York	30
Sutter Bros., New York	30
Louis Peters & Co., Detroit	20
E. A. Calves & Co., Philadelphia	17
B. Diaz & Co., New York	15
I Kaffenburgh & Son, Boston	10
Crump Bros., Chicago	4
Total imported since Jan. 1, 1902,	2,286

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

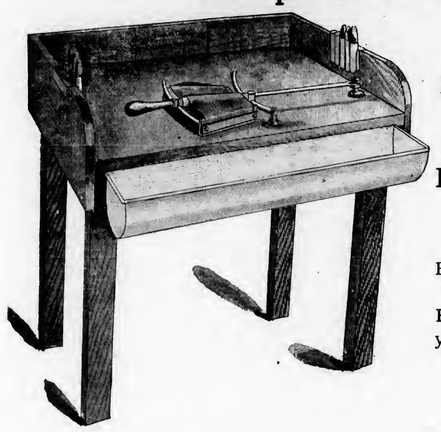
CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
You Need Them. We Make and Sell. We Rent Them at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

"Cherry Diamond"
Havana Cigars.
MATCHLESS IN QUALITY & MAKE.
McCoy & Co., New York.

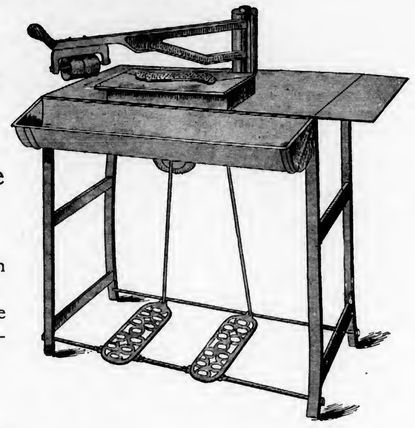
M. SILVERTHAU & CO.
Manufacturers of
High Grade CIGARS
98th St. and First Ave.
NEW YORK.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



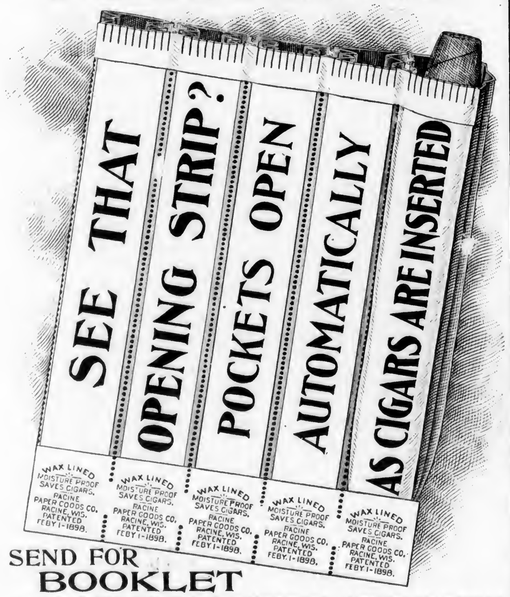
Call on or address

The Hartman Machine Co.
No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

---

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR **BOOKLET**

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

J. W. BRENNEMAN,

Packer ✻ Dealer ✻ Jobber

In **Leaf Tobacco**

MILLERSVILLE, PA.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. COLUMBIA, PA.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

State Senator. 13,542.
For cigars. Registered January 8, 1902, at 9 a. m., by Chris Shurr, Phila.

The New Judge of Cambria Co. 13,543
For cigars. Registered January 8, 1902, at 9 a. m , by E. E. Kahler, Reading, Pa.

Honest Pearl. 13,544
For cigars. Registered January 9, 1902, at 9 a m, by A. Kretzschmar & Co., Philadelphia.

True Pearl. 13,545.
For cigars. Registered January 9, 1902, at 9 a m, by A Kretzschmar & Co., Philadelphia.

Four Leaf. 13,546.
For smoking and chewing tobacco. Registered January 9, 1902, at 9 a m., by the Benninghaus Tobacco Co., Baltimore, Md.

REJECTIONS.

"Smokers' Delight," "El Commerce."

TRANSFER.

The title "Pan Anna," registered September 20, 1901, by H. S Souder, Souderton, Pa., was transferred to L. J. Smith, Red Lion, York Co., Pa., Jan. 8, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Wheatland, La Flor de William F. Cochran, Good for Everyone, La Vueltora, Marquis Ito, Puerto Princess, Vega Alta, Disappointed Mistake, Newburn, Detroit Union Trust, Magnatico de Key West, Perrillo, Le Mejor de Cuba, La Mas Linda de Cuba, El Nono, El Nono de Tampa, At the Sign of the Bull Dog, Digits, Big Dick, New York Draft, Candy Bill, Linda, Sailor Jack, Day Line, Night Line, Sam's Union Ponies, Pequot Rose, Mat-Su-Ri, Massilion Square, American Envoy, Slantha, Gowalago, Great Sun, O. F. B., Japanese Girl, Chinese Girl, Ketterer's Bouquet, Judge Peck, Erastus Peck, La Flor de A. Avalo, Feifer's Union 5's, Thinking, Dress Suit, La Flor de E. Gonzalez y Ca., La Flor de Knauff, One of the Smith's from Porto Rico, Grand Central, Robert H. Weiler, From Planter to Smoker, Key to Comfort, Lord Vincent, La Vueltaro, Peter White, Peggy O'-Moore, Cupid's Web, Golden Net, Nabisco, Oneita, Voneita, Evergo, Carolyn, Thunder Cloud, Legitimate, Beyondall, Almy, Southern Jewel, Chimney Sweeper, Silver Gong, Night Hawk Gold Mine, L. & R., Clean Stock, Dimette, Flor de Amra, Ruling Price, Price in Sight, Annual Pass, John Arden, Mac O-cheek, La Crema, Lexington Avenue, Turkish Emblems, Turkish Deities, Egyptian Emblems, Egyptian Deities.

THE TRADE IN READING.

READING, PA., Jan. 11, 1902

The American Cigar Company's invasion of this city is now complete. It is working its staff of artists, solicitors, salesmen, and advertising accessories with aggressive activity. Wagon loads of tin signs, big bundles of muslin streamers, heavy packs of card board stickers, and all other manner of advertising appendages are being tacked, posted and nailed all over the city. Painters and artists may be seen hanging from the eaves of houses and large buildings. A carload of advertising matter arrived several days ago, with which they intend to bombard the town. At the Mansion House is registered M. Williams, one of the company's most capable men, and at the American House, are a half score salesmen, advertising men, etc., to work under the management of Mr. Williams, to accomplish, in their own parlance, "the doing up of the town." Already they have secured quite a lot of trade from the local dealers. Generally, they have met with much opposition. The dealers in this city are almost unanimously opposed to the intrusion, and have thus far liberally patronized the home manufacturers but there is no telling what the end may be. The representatives of the American Co. are pursuing an exhaustive system. When one of the representatives fails, another is sent, and if he fails, Mr. Williams himself goes to see them. Men are now at work getting out the tons of advertising which they had shipped here. It is stored in a warehouse.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,

MANUFACTURER OF

HIGH GRADE NICKEL

Seed and Havana Cigars

The "EARL OF BATH"

Is one of our leaders. It's new and good.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

---

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory

M. E. PLYMIRE, Proprietor,

Loganville, Pa.

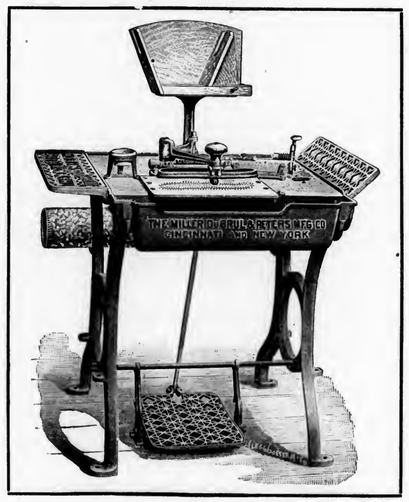
Choice 5 and 10-Cent CIGARS

Common Cigars furnished, if desired.

WE WISH YOU WOULD TRY

We have been advertising the DuBrul Dieless Suction Table pretty thoroughly and no doubt you have read some, if not all, of our statements and arguments in regard to it.

You may think you see some objection to this table; you may think there are some reasons why you do not want it, or cannot afford to have it; it may be that in your mind there are some objections to this table, which you think are strong enough to warrant you in rejecting it; it may be that in your opinion that you can point out some reasons why this table is not a necessity to you. We wish you would try. Nobody has succeeded in doing it so far, although some people have tried.



The chief reason why more cigar manufacturers do not keep pace with modern methods and facilities is that they are not fully informed about them.

We want you to be fully informed about the DuBrul Dieless Suction Table.

Probably your opinion of suction tables is already formed, and it is more than possible that you object to it on account of the dies, rollers, and accompanying makeshift mechanism, which have always been so serious a disadvantage. Do not allow this prejudice to influence you against our new table.

We have overcome every difficulty, removed every obstacle and now have a perfect table in every sense of the word.

A little circular knife does the cutting, and does it better than rollers and dies could ever do it. This knife is easily kept sharp and replaced, never needs adjustment. It always gives a good, clean edge to the wrapper. That makes it good for "Clear Havanas." There are no rollers for the wrappers to get mashed by or tangled up with. The rolling is done on a clear open surface without any obstructions, as the cutting mechanism swings up completely out of the way.

The picture of this table gives you a pretty clear idea of it, but if you want to be informed fully upon every detail, write for a copy of our new booklet on this subject. It will make interesting reading for you.

If you want information about the best Die Table, we can give it to you.

We make the best of that kind, too, and you can see both kinds at our offices.

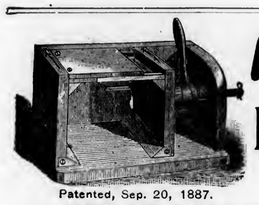
Ask us for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press

Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

The company manufactures a large line of goods in its manufactories all over the country which dealers everywhere are almost forced to try. Many are of a high standard, but owing to the prejudice against their methods, much difficulty is experienced in securing trade here, and an aggressive campaign is found to be the best. This city has always been regarded as the stronghold of anti-monopoly sentiment, made secure by the many factories here which supply the trade independent of the combination, so the very best workmen in the company's employ were sent here. They will remain here for several weeks. Mr. Williams said that he intended to camp here with his men until their products were firmly established. He saw no good reason for opposition, and was sure that he could advance the sales in this city to a liberal extent before long. The feeling among the tobacco men is quite strong against them, however, and it is possible that they will endeavor to come to an agreement among themselves not to patronize the new goods.

Collector Fred W. Cranston has received all the returns from the cigar manufacturers in this district, which now comprises Berks and Lehigh counties. There are 300 cigar and tobacco factories in this district, and they must account not only for every pound of tobacco they have purchased during the year, but for every cigar manufactured by them. The output in 1901 reached 150,000,000. All of the factories haveagain resumed and are quite busy.

Charles Fleck, the senior member of the Fleck Cigar Co., left for Scranton and other points in the coal regions. The output of the firm in 1901 was double that of the year previous, and the prospects for the new year are unusually bright.

Bitting & Hawk report business brisk. This hustling young firm is rapidly forging to the front, and their "Way On" and "Victorious Fleet" nickel brands are meeting with great success. Several new brands will be placed on the market early in the spring. The factory is running on full time.

Yocum Bros' cigar factory again leads the list of manufacturers in this division in point of production. They handled about 20,000,000 in 1901. This is a considerable increase over the business of a year ago, and is the best showing that the firm has ever made. The firm employs about 350 hands, and send a large slice of their product to the west. Their leaders are the "Spana Cuba" and "Y.-B." The factory is again in full operation, and sufficient orders are on file to keep them busy for some time to come.

Sam. Hantsch feels jubilant over his success the past year. He invaded the Pittsburg district with over a million and a half of his own made stogies, which is considered a remarkably good showing, considering the number of stogie manufacturers in that city. He turned out over 3,000,000 stogies during 1901 and in addition has a satisfactory increase in his cigar output. A large block of his stogie product is shipped to the Pittsburg and West Virginia districts, in direct competition with the big factories there. He regards the trade outlook as being very favorable.

C. Calvin Foreman, of Strausstown, has filed his bond with Collector Cranston for a new cigar factory at that place, which he opened several days ago. He will employ about a dozen hands at the start, and will make hand-made goods. This is the first new cigar factory to be opened in the new year.

E. E. Kahler, has enough orders on hand to keep him busy for some months to come. His output in 1901 almost doubled that of the

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY · No. 463 ·
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
JACKSON & LEBER — No. 1597
Successors to W. C. JACKSON, Manufacturers of
Our Special Brands:
La Especial—5c.
King of All
Eagle
Cliff's Sports
HAVANA AND SEED CIGARS
Special Brands to order.
DELROY, PA.

D. B. GOODLING
Manufacturer of CIGARS Jobbing Trade only
Loganville, Pa.

"PERFECTO"
Cigar Bunching Machine
Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.
Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

previous year, and he expects a still larger gain this year. He ships heavily to the west, and also does a large city trade.

John G. Spatz, of J. G. Spatz & Co, left on a two months western trip, going as far as Denver, and visiting the principal cities in the west and northwest. He had a very good year in 1901. He enjoys a good trade in fine cigars, and intends extending his line during the new year.

Blachman & Nagle, who recently removed their cigar factory from 128 to 116 North 9th street, started in full operation a week ago. Messrs. Blachman and Nagle were apprentices together while learning cigarmaking in the factory of John Beadencup, this city, 34 years ago, after which Mr. Nagle left Reading and was in business for himself in Philadelphia. They saw each other only once in 28 years. Mr. Nagle, having returned to Reading two years ago, they decided to engage in the manufacture of cigars, and they have thus far been very successful. With their new factory they will be able to double their former output.

In the handling of leaf tobacco the Reading firms are ahead for the year. J. L. & M. F. Greene said: "We had a splendid year and are well satisfied. We handled more Wisconsin than for several seasons. The manufacturers who have used it have found it a good combination. Next year should show a continuation of this boom."

John U. Fehr said: "When the cigar men are busy the activity of the leaf trade is a natural consequence. More leaf was raised in Berks than in former years, and I believe that more farmers could make it pay."

John A. Hain & Co. said: "Our sales were ahead of those of 1900, and we have extended our trade considerably. Reading is a good location for a leaf house, and we find railway facilities very satisfactory."

The Goldman Tobacco Co. recently consummated an order with a prominent jobber in Buffalo for the ensuing year that is to be made up in monthly shipments of their line of "Anti Butts." The past year was a profitable year for them.

POMPEY.

Herbert D. Shivers, of Haddonfield, N. J., is incorporated with $100,000 capital, to manufacture tobacco. The incorporators were Herbert D. and Bowman H. Shivers, Blanton C. Welsh and Wm. C. Reed.

Henry Weitzel, a cigar manufacturer of Toledo, O., has filed a petition in bankruptcy, with liabilities of $30,650 and assets of $2,210.

PATENTS RELATING TO TOBACCO.

690,905 Match-making machine; Joseph Dela Mar, assignor of nine-tenths to S. Kaufman, New York city, G. A. Kohler, G. S., W. H., J. A. and F. W. Mayer, G. C. McDade, I. Kohler, and J. C. Heckert, York, Pa.

690,717 Tobacco-pipe cleaner; John F. Forth, New York city.

690,887 Cigarette machine; Charles R. Spencer, Baltimore, Md., assignor to W. D. Colt, Washington, D. C.

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer IN ALL GRADES OF LEAF TOBACCO
All goods handled at my own warehouses.

Fermentation of Wrapper Leaf.

DIRECTOR E. H. JENKINS, Conn. Exper. Sta.

Perhaps this subject does not interest growers so much as it does dealers, although I believe the number of those who case down and ferment their own crops is increasing, and at times it is certainly an advantage to do it. Trade and crop conditions within the last few years have been such that it was often very profitable to get the new crop of tobacco into market at the earliest possible date. The trade would not or could not wait for the customary sweating process, which took from five to eight months, so a method of "forced sweating" was practiced, which got the tobacco into market in less than two months from the start, and in fairly satisfactory shape.

In substance, this method consists in packing the leaf in cases in the usual way and putting them in a room which is kept very warm and very damp. There is little agreement as to the proper temperature, some keeping it at 90 to 95 degrees F. others at as high as 130. This method seems to hold the light colors of the goods, it gives the leaf the look of sweated tobacco, and damage in the case is not common. The tobacco has a peculiar, sweetish smell, however, which gradually disappears on aging, and it is not in the opinion of dealers, so good an article as the same leaf which has been fermented by the old process, which is often called the "natural sweat."

Three years ago I fermented our experimental crop by still another method, which is used in Cuba, in Florida, in Germany and in Sumatra, but which had not been used commonly, if at all, with our New England wrapper leaf. To distinguish it from the others, it may be called "fermentation in bulk," though it is as "natural" and as little "forced" as the old standard method. The test was so successful that we have sweated our crops of the last two years in bulk and our 1901 crop of Sumatra is now being put in bulk. This method is, I believe, destined to largely supersede the others.

Cured tobacco leaves normally contain two or more ferments; chemical agents which, though present in very small amount, can excite extensive chemical change in the leaf; just as a very little rennet can curdle a large amount of milk, or as malt can turn many hundred times its weight of starch into sugar. It is these chemical substances in tobacco which carry on the fermentation, and not at all the bacteria, to whose action the whole thing was formerly ascribed. These ferments in the cold, or in the dry leaf, will not act at all. Tobacco must be "in case," containing 25 to 30 per cent. of water and must be warm before any true fermentation can begin. Once begun, the heat rises rapidly, for certain matters in the leaf, through the agency of the ferments, oxidize and are converted into other things and liberate heat in so doing. So great is this heat that a bulk of wrapper leaf, left to itself, might be damaged or ruined by cooking. Heavy filler leaf sometimes reaches a temperature of 150 degrees F in the bulk, while at that heat wrappers would be injured. Now in whichever way we sweat the leaf the process is as I have described, but the result depends upon the skill with which it is done. It is possible to undersweat or oversweat the leaf, or to sweat it unevenly. Molds may get in and cause mustiness; bacteria may attack and rot or "canker" the packing.

By the commonly used "natural sweat" process, the tobacco is tightly packed in cases during winter and early spring and put away in unheated store rooms, where it lies until the turning of the seasons warms it enough to start ferments and the processes of fermenting and aging go on together. No method is better than this when it goes right. The trouble is that it often goes wrong. When the tobacco lies dormant, before fermentation begins, molds may attack and damage it. Sometimes you can detect this trouble in spring, by the smell of the warehouse room, but there is no chance of doing anything to check it. If it is in high "case," very damp, that is, when it is packed, canker and rot may injure or ruin it. In any event, the tobacco is unevenly sweated, that on the outside being often resweat by the cigarmaker before he can work it.

Most of these troubles are avoided by fermenting in bulk. The tobacco, in hands, is piled on a platform raised a few inches from the floor and perhaps covered with fermenting trash tobacco to give bottom heat. The platform is five feet wide and as long as necessary to make the bulk about six feet high. The leaves are laid smoothly

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. Red Lion, Pa.

J. M. McGUIGAN
MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT
Heat Motor Co.
Manufacturers of the
New Automatic
Advertising Devices
340--342 N. Concord St.
LANCASTER, PA.

in rows, shingle fashion, the butts of one row lying on the middle of the leaves of the next row toward the side. The workmen stand at the sides, no heavy pressure being put on the bulk. Thermometers are put in the bulk, and when it is done the whole is covered, top and sides, with woolen blankets, on which rubber blankets are laid. The air of the room is kept quite damp and at a temperature between 70 and 80, day and night. The bulk at once goes into fermentation, the temperature of the tobacco rising from six to ten degress every 24 hours.

When it has reached 115 to 125 degrees, or when, for any other reason, it seems best, the whole is taken up, shaken out lightly and rebulked close by. The hands which were on top in the first pile go at the bottom of the second and those which were outside before, go inside now. If any part of the pile appears at all soggy or too wet, it can be shaken out and dried off a little before being put back; if any is rather dry, it can be sandwiched in with the damper leaf, and at all times the owner can see just what is going on, with a chance to correct what is wrong. This time the temperature rises more slowly, and it may be ten days before the bulk must be again turned over. In most cases the second turning suffices and the temperature begins to fall, showing that the fermentation is complete. At the end of six weeks, the tobacco is ready to be sorted, or cased for sale without further sorting. It must, however, be allowed to stand in a warm place until it has cooled off sufficiently.

This method, or some slight modification of it, I am convinced will in time replace very largely both the old time "natural" sweat and the "forced" sweat in cases, for the reasons already given, that the whole packing and every part of the leaf from tip to butt is evenly finished, giving more even colors than can be got in any other way, and the whole process can be watched constantly, giving a chance to check any trouble which, unchecked, would do great damage.

No tobacco is at its best as soon as it is fermented. It needs to stand for months in a moderately warm place and age or "mull" to bring out its finest quality and remove a certain rawness or harshness. What happens to it during this time no one knows, but as to the fact of improvement by aging, I believe there is no question.

Sutter Bros, Chicago, have incorporated with a capital of $900,000, by Adolph Sutter, Jacob Sutter and Edward Sutter.

TOBACCO REPORTS.

CONNECTICUT VALLEY.

There is no boom in the trade, but rather a holdup on the the part of the packers, and in many cases a large cutdown where parties consent to deliver goods bargained for early. The consequence is that many of our growers are assorting their own. While others who have facilities are assorting and packing for such growers as prefer to have it done by those that are accustomed to packing. It seems as through every grower should either do his own or have some one do it for him unless packers would be reasonably honest. We know of one farmer, and one who understands packing well, who is putting up for his neighbors some 500 cases this year, while others are doing more and some less. The growers at Hinsdale, N. H., have a town organization, with A. B Davis, president, W N. Pike, vice president and W. D. Stearns, secretary, with 96½ acres. No doubt they will do well to assort and pack their own, and leave it for one to sell after its value is determined. The greatest trouble is the fact that some one sells at a low rate and in effect sets the price for the others.

Our correspondents write:

Deerfield: "Tobacco is all taken from the poles and nearly all in the bundle. A very little pole sweat in some lots on the lower tier. A very good crop. No sales as yet."

Feeding Hills: Tobacco is nearly all stripped, but not much of it delivered yet. On account of the lack of damp weather, the packing could not commence until last week. E. H. Smith forced the dampening process by artificial means. He had over eighty acres, and it worked satisfactorily. As fast as it was stripped it was taken to the sorting rooms." [He is the senior member of Hinsdale Smith & Co]

"One Westfield buyer notified his customers that he shouldn't take crops bargained for, and it makes hard feelings. Some pole sweat prevails, but later crops show but little."

South Deerfield: "I am employing from 20 to 25 men assorting tobacco, and expect to pack about 500 cases. No sales, no buyers and probably will not be until it is assorted. I find some very fine leaf and some badly damaged."

Windsor, Ct.: "The prospect now is that there will be quite a large amount of Sumatra shade-grown tobacco in this and neighboring towns. F. B. Griffin is to grow 40 acres for the Sutter Bros. Company under cloth. Assorting is going on by packers and growers. At South Windsor I heard that Miller & Shepard will raise 15 acres of their 100 acres of tobacco under shade."

East Hartford: "A number of sales of Connecticut seed leaf have been made of late. Prices so far as ascertained range from 20 to 22½c. possibly a few prime lots at higher prices."

Hatfield: "I have not written of late, as I had nothing new to say. Thus far a few small crops have been sold at 10c and 11½c. Most of assorting shops are busy assorting by the pound. Jacob Carl now has my crop in the sweat room. Most of our farmers will pack the crop on their own account. There isn't the damage that the buyers claim; five to ten per cent. will cover it. Not many here expect to raise Sumatra under cover."

Sunderland: "Matters connected with the tobacco interests are very quiet. Some are assorting their crops. None of that which was sold last fall has been delivered. All appear to think that it will not be much gain in making a stir about it, so far as hail cut or pole sweat is concerned."

Conway: "No sales heard of yet. All are through stripping. Some are assorting. Others perfer to wait a little to see if they cannot sell in the bundle."

East Deerfield: "I have no sales to report. Stripping is well along. There is some tobacco yet on the poles. There has not been a buyer in sight yet."

Hinsdale: "Sutter Brothers have bought two crops here, pole burned, viz.: A. B. Davis 4 tons at 10c, and Hoyt H. Day 5 tons at private terms. The buyers talk is that all crops are more or less pole burned."

Suffield: "The tobacco is mostly taken down, and is being stripped and put into bundles. Some of those who raised last year under shade, putting a half acre, are to increase their tents a full acre the coming year, and some others will try raising it under cloth. A few who sold early have delivered their crops."

Whately: "The tobacco is all down, and nearly all is stripped. George B. McClelan has sold his large crop to Meyer & Mendelsohn at private terms. The farmers are to some extent going to assort and pack their crops."—American Cultivator.

BALDWINSVILLE, N. Y.

The market is a little more active, quite a number of new crops having been purchased in the past few days in the vicinity of Warner and Cold Spring. George D. Erisman of Lancaster, Pa., arrived in town last night and is registered at the Seneca House. This morning he was riding with the veteran buyer, Wm. Ward. J. M. Falk, of the firm of G. Falk & Bro., of 171 Water street, New York, has been riding with J. T. Skinner and they are reported as having purchased a number of crops at prices ranging from 7 to 13 cents assorted. Among them are the following: Ellis Barnes 5a, Davis & Son 3a, Isbell & Bentley 3a, Hawley Bros. 5½a, David Dixon 4a, Wm. Morgan 3a, Warner; James Anderson 4a, Dewitt Moyer 3a, W. A. Moyer 4a, James American 1½a, B. R. Doolittle 4a, Cold Spring; J. L. Decker 3½a, Belgium; Charles Blanchard 6a, Euclid. At the warehouse of the American Cigar Co. the assorting of crops which have been delivered continues and a large amount is being handled daily. At the warehouse of Lewis Sylvester & Son the assorting continues. About forty acres of new crops purchased by the firm representative, R. F. Thorn, has been received and there is about 50 acres of their purchases yet to be delivered.—Gazette.

MIAMISBURG, OHIO.

The market for the 1900 crop Zimmer was quite active during the past week, and considerable was delivered in town Wednesday, at prices previously quoted.

The market for new Zimmer is exhibiting more animation of late than hitherto. Several manufacturing concerns contracted quite lively during the past week at 10c through, and it is intimated that offers of a fraction above that figure have been received.

Farmers are busily engaged at stripping, and it is not unlikely that after the next spell of damp weather general buying of the 1901 crop may be inaugurated.—News.

EDGERTON, WIS.

There is just enough riding going on in growing districts of the state to keep up the expectations of the farmers that they will be able to dispose of their tobacco at the prices that have prevailed since the movement began. In consequence growers are holding at stiff figures, and transactions are by no means numerous. Contracts for a few hundred acres have possibly occurred after a deal of persuasion since last report.

The conditions regarding cured leaf remain unchanged. There is steady business in small transactions to manufacturers, the scarcity of stocks precluding large sales. McIntosh Bros. have sold 300cs of 1900 during the week.

Deliveries of the new crop have commenced to come in at some of the packing points and warehouse work is well under way.

Shipments, 450cs.—Reporter.

JANESVILLE, WIS.

There is little change in local

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market
Union Made All Sizes

Union Made All Sizes
M. Steppacher, Reading, Pa.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

market conditions. A few more buyers are riding, lured forth by the fine weather and smooth roads, but the majority of those riding refuse to pay the prices asked by many of the farmers, being disposed to refrain from buying until the farmers come down in asking price. The buyers want every pound of tobacco in the state, and it will all be needed before another crop can be grown and sweated. Eastern warehouses were never so bare of old goods as at present and it will be a long time before the crop of 1902 can be used.

Prices remain about as formerly quoted, ranging from 5 to 10c.

The farmers have nearly finished stripping what has been removed from the poles. Deliveries at the warehouses have been liberal this week and several assorting rooms are in operation.

In old goods the usual grist of small lots have been sent out, but no large lots have changed hands.

F. S. Baines and H. S. McGiffin are riding in the vicinity of Rio.—Farm and Home.

STOUGHTON, WIS.

There appears to be but little news in the tobacco line. Local dealers are making no move to purchase the new crop. O. Gunderson picked up three good crops the past week for stemming and booking purposes, paying but 5c per pound for two crops and 6c for the other.

O. K. Roe has shipped 12 car loads of old goods in the past few weeks to eastern market —Courier.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week all new crop, were 74 hhds; sales 18 hhds, all old tobacco.

The qualities ran low in grade, and prices were unchanged.

The weather has been mild and the receipts at the prizing houses have been full. There is less doing in the loose tobacco market.

Warehouse sales of new crop will not commence until stocks become larger.

QUOTATIONS.

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

HOPKINSVILLE, KY.

M. D. Boales.

Some receipts of the new crop are coming in now—95 hhds—and the breaks will open up small next week. It is large, leafy, brown and dark tobaccos, and doubtless in questionable order. Wherefore it will suit the stemming trade, and will doubtless sell at lower prices than loose purchases have been made throughout the district. Hence, if stemmers take advantage, they may do better than country buying. This will apply also to manufacturers of dark tobaccos who can reorder it.

The remnants of old consists of about 75 hhds redried G. R. Lugs. at 5½c; 25 to 50 hhds light color Common to Medium Leaf, 5½ to 7½c; 50 to 75 hhds dark Lugs, 4¾ to 6c. and 50 to 100 hhds dark Seconds from 6 to 8c. Demand is fair only; 28 hhds sold for the week. The Italian Regie buyers and dealers are active in the country buying. Deliveries are coming in well considering the dry weather for the past ten days.

Little Lives of the Great.

JOE C. HEYMAN.

He just works and is never Dunn.

His only Recreation is an Occasional trip to New York to familiarize himself with the choicest Importations of Sumatra and Havana and a few other Trifles in the tobacco line, but as soon as he can he hurries home to Philadelphia to see that the House Keeps up with Orders.

If pete dailey were only as popular as the Pete Dailey cigar how rich pete dailey would be!

H. DUYS, JR.

The biggest man in the tobacco trade.

If you don't agree with this Statement take a Measuring Tape with you the next time you go to New York.

Also the most Artistic of advertisers. Likes to see the types Dance.

If he had his way the alphabet would begin not a. b. c. d. but N. A. T. M. Has made many a customer believe those are the only letters worth memorizing and has stacks of Letters to prove it.

His son John is also a man of letters. See chapter VII of the Comic History of Tobacco By Divers Hands.

LOUIS P. SUTTER.

The Michelangelo of Delavan Lake, Wis. The Fences around his 450 acre stock farm there are his canvas ones. White is the Only color he believes in.

He rides his own horses for they are his Hobby. So as not to get too far away from the Shop he also grows Tobacco on his farm, but that's only a side Issue.

Knows all about Expansion and is the intimate friend of all his Employes.

They are the Plants this farmer loves best.

PRUDENCIO RABELL.

Cuba's Grand Old Man. An aristocrat of the bluest blood of Castile. Every cigar he turns out is also an Aristocrat. It's a case of "by their fruits ye shall know them."

He is content to be judged by his cigars.

If ever you are a guest of Lord Salisbury, either in Downing street, London, or at Burleigh House in the country, you'll get a "La Cruz Roja" with your coffee.

It is well you should be prepared in case you are looking for an Invitation.

Paper Backed Foil

PURE TIN FOIL

Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York

COMPOSITION FOIL

Corrugated, Colored and Printed Foil

TRADE NOTES.

An elegant new cigar store was recently opened at Ashtabula, O., by Hunt & Gillis.

G. E. Baya, C. V. Palmer and J. T. Albury have incorporated the L. Baya Cigar Co., at Tampa, Fla.

Diamond & Clark, of Hartford, Ct., are said to have effected a settlement with creditors at 25 per cent.

The cigar business of L. G. Livingston, 14 South Pearl street, Albany, N. Y., has been sold to S. H. Livingston.

E. Regensberg & Son, of New York, have admitted Jerome Regensberg, a son of the senior member of the firm, to an interest in the business.

The J. A. Rigby Cigar Co., of Mansfield, O., has been incorporated with a capital of $100,000, by J. A. Rigby, J. B Clugston, D. E. Merwin, R. A. Kern and H. B. Rigby.

Harry J. Luce, of the former firm of Powell, Smith & Co., and during 1901 an official of the American Cigar Co., to which concern the Powell, Smith & Co. business was sold, has resigned his position.

Charles Willis, formerly a wholesale tobacconist at Baltimore, Md., and later a salesman for the S. L. Johns Cigar Co., of McSherrystown, Pa., died at his home in that city recently, at the age of 42 years.

The American Tobacco Co. has declared a regular quarterly dividend of 2 per cent. on its preferred stock and 1½ per cent. on its common stock, payable Feb. 1. The transfer books will be closed from Jan. 15 to Feb. 3, inclusive.

S. W. Levine, of New York city, a well known cigar salesman, has accepted a position to represent Bondy & Lederer, of that city, this year on the Pacific Coast, and has already left New York upon an extended tour in the interest of his firm.

The cigar manufacturing business of George A. Kent & Co., Binghamton, N. Y., has been incorporated under the firm name of George A. Kent Co., with a capital of $200,000. The incorporators were Geo. A. Kent, John N. Bogart, Geo. A. Kent, Jr., and Arthur L. Kent, all of Binghamton, N. Y.

G. C. Redick, formerly a well-known cigar department manager at Chicago, and during 1901 a member of the cigar manufacturing firm of Newlander, Redick & Co., there, has retired from that firm, which will hereafter be known as M. Newlander & Co., to take the western selling agency of the Ruy Lopez Ca., of New York.

The El Arte Cigar Co., of Baltimore, Md., in which the principal formerly was Henry Vonsift of that city, has been incorporated with a capital of $100,000, by Mortimer and Milton I. Heineman and Isaac Leopold. The Messrs. Heineman are of the cigar manufacturing firm of Heineman Bros., of Baltimore Mr. Vonsift is retiring from the cigar business to devote his entire time to the leaf importing firm of Vonsift & Vidal Cruz.

AMENDMENTS TO THE NATIONAL BANKRUPT LAW.

Proposed by the Omaha Association of Credit Men, Omaha, Neb

Omaha, Neb., Dec. 30, 1901.

Editor of The Tobacco World,

Dear Sir: Herewith find copy of resolutions and letter adopted and sent out by our Association to the Western Members of Congress, leading trade journals of the country, and the entire membership of the National Association of Credit Men. We sincerely trust that this will meet with your approval and that you can consistently give these resolutions proper recognizance in your valuable paper.

Yours respectfully,

Omaha Association of Credit Men.

Whereas, the value and benefit of a uniform system of bankruptcy throughout the United States has been fully demonstrated, and

Whereas, in the administration of the present law there has developed the undoubted need of certain amendments; therefore be it

Resolved, that the Omaha Association of Credit Men express itself in hearty accord with the efforts now being put forth to amend the law, and most earnestly suggest and urge the consideration of the following recommendations:

First—That Section 57g be clearly defined and state in unmistakable language that any and all payments

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly **CIGAR BOXES**

Place Your Orders with

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa**

Agents for "Havanarine."

The Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

le Droit Building, WASHINGTON, D. C.

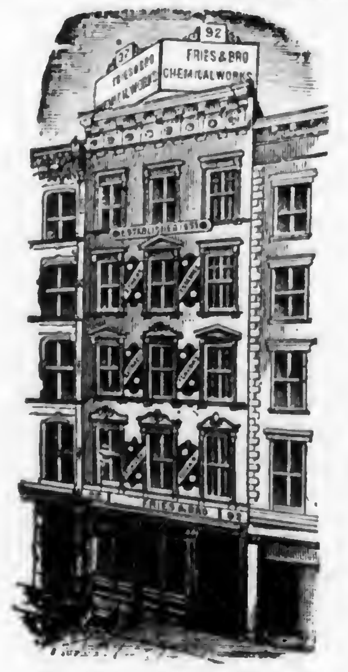
ADVERTISING NOVELTIES.
THE BRUNHOFF MFG. CO.
HAMILTON, OHIO.
SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS ENGRAVING EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.

M. H. Clark & Bro
Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.



FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.

made in good faith and in the ordinary course of trade shall not be considered preferences.

Second—That the law be so amended as to vest in the United States courts complete, absolute, and exclusive jurisdiction in all matters pertaining to bankruptcy.

Third—That a discharge be denied or revoked if the bankrupt has (1) committed an offense punishable by imprisonment as the law now provides; or (2) failed to keep or refused to furnish books of accounts, records or such other information necessary to ascertain his true financial condition; or (3) his estate shall not have paid a dividend of at least 25 per cent; or (4) obtained property on credit upon a false statement made by him to any person for the purpose of obtaining credit or of being communicated to the trade or to the person from whom he obtained such property on credit; or (5) make a fraudulent transfer of any portion of his property to any person; or (6) been granted a discharge in bankruptcy within six years; or (7) in the course of his proceedings refused to obey any lawful order of or to answer any question approved by the court; or (8) failed to file a correct or complete schedule of his assets; or (9) failed to attend one or the first meeting of his creditors; or (10) become insolvent through gambling, dissipation or wilful neglect.

Fourth—That the law provide for uniform exemptions.

Fifth—That a bankrupt's wife be a competent witness and subject to examination.

Sixth—That the bankrupt be required to attend for examination without expense to the estate at least one meeting of creditors.

Seventh—That any person shall be required to attend as a witness before a referee regardless of the distance of his place of residence.

Approved and adopted by the Omaha Association of Credit Men on this 19th of December, 1901.

C. N. ROBINSON, President,
Byrne Hammer Dry Goods Co.
E. S ROHR, Secretary,
United States Supply Co.

Spaulding & Merrick's New Circular

To our Customers:

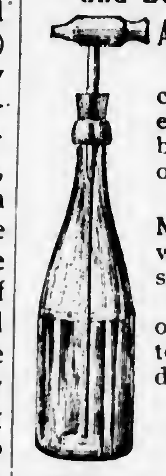
We beg leave to advise, that until further notice, "Telegram" Fine Cut in 10 pound pails, and private brands put up from same, will be billed at 25 cents list, instead of 26 cents, as heretofore. 20 and 40 pound drums, one cent per pound less than 10 pound pails.

We will also, until further notice, make drop shipments for account of our customers prepaying freight to any point in the United States on railroad or river to which through B/L can be obtained, except the following States: California, Washington, Wyoming, New Mexico, Montana, Oregon, Arizona, Nevada, Idaho, Utah and Colorado.

Drop shipments must consist of not less than 100 pounds of one or more of our listed brands. No portion of freight charges allowed on drop shipment of private brands.

Yours respectfully,
SPAULDING & MERRICK.

THE WORLD'S
Profitable Inches
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.



SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.
TRADE MARK L. B. PHILA. PA.

You Read This;
Others Would
Read Your Card
IN
The Tobacco World

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
FACTORIES: DETROIT, MICH.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking

The Smokers' Risks.

Smoking to excess is more harmful than chewing for the reason that not only is the nervous system more injuriously affected, but the catarrhal disturbance of the air passages renders the smoker more liable to dangers and fatal diseases of the air passages. The excessive smoker is not only more liable to pneumonia, influenza, tuberculosis, laryngeal and pulmonary, as the sensitive mucous surface and the bankrupted nervous system present a double invitation at all times, but fatal results are more apt to occur. Many cases of laryngeal tuberculosis present a history of the victim being a smoker, in a majority of instances to excess. Heart failure is a frequent complication and serious with excessive smokers.

Cigarette smoking is worse than either the cigar or the pipe, but only for the reason that the cigarettes, being milder tobacco, the smoker almost universally inhales the tobacco fumes, and we can appreciate the ill effect when we realize the component parts of tobacco smoke and how direct the route from the air vesicles of the lungs into the blood current. The cigarette smoker nearly always inhales the smoke, and, becoming habituated to this quick toxication, he will not smoke without inhaling, whether he uses the cigarette, the cigar or the pipe, for the same reason that the morphine habitue, accustomed to the hypodermic method will not be satisfied with the drug through the mouth; both victims want quick action.—The Scotsman.

Irish Tobacco for Irish Dhudeens.

Tobacco has been grown in no fewer than twentyfive centres in Ireland, and the leaves have been cut and dried, and are now offered for sale. Its excellence for smoking is vouched for, and there seems no adequate reason why the weed should not boom contemporaneously with the new Irish literature. Quite possibly here and there the growing may bring wealth to the cultivators and eventually—who knows?—become the envy of American trusts.—London Daily Graphic.

BUSINESS CHANGES, FIRES, ETC.

Florida—Key West—Alfredo Avila, cigar mfr.; real estate mortgage, $325

Port Tampa City—M J. Castro & Co. cigars; burned out; partial insurance.

Tampa—Wm. B. Gunby withdraws from Sanchez & Co., cigar mfrs Hickman Bros., cigar mfrs.; John F. Hickman, individually, real estate mortgage, $1,000.

Illinois—Dixon—A. G Graham, cigars, etc.; succeeded by Chas Kinzy.

Indiana—Auburn—A. O. Weaver, cigar manufacturer; sold out.

Indian Ty.—Chickasha—Cook & Cook, cigars, etc.; chattel mtge, $500

Iowa--Humboldt—A. G. Kolppe, wholesale and retail cigars; burned out—insured.

Springville—A. Cartano, cigs.; dead.

Maryland—Baltimore—F. A. Davis & Co wholesale tob. and cigars; Harry H. Davis admitted to an interest and style changed to F. A. Davis & Sons.—— William Deiches & Co., wholesale tobacco and cigars; Wm. H. Deiches admitted

Massachusetts—Boston—Charles B. Perkins, of Charles B. Perkins & Co wholesale and retail cigars; dead. Edward L. White, cigars; chattel mortgage, $750.

Saugus--John R Scott, wholesale cigars, etc.; petition in bankruptcy

Springfield—Mattie J. Dunbar, cigars, etc.; sold out —— L. B. Sill, chattel mortgage, $400.

Michigan—Detroit—Robert L. Fee Co., tobacco and cigars; succeeded by Waldorf-Astoria Segar Co. —— Louis Kuttnauer Co, wholesale leaf tobacco, and proprietors of Moherine Leaf Tobacco Co., are succeeded by Louis Kuttnauer & Sons.

Missouri—St. Louis—Boyce Bros., tobacco manufacturers' supplies; dissolved.

New York—Albany—Cooper & Reilly, wholesale cigars; succeeded by F. A. Cooper.

Binghamton—George A. Kent & Co, cigar manufacturers; incorporated as George A. Kent Co.

Buffalo—Coleman & Ellis, wholesale cigars and tobacco; succeeded by Coleman & Sherman.—— Frank R. Finn, cigars, etc.; succeeded by Henry E. Mead.

New York City—E. Regensburg & Sons, importers and cigar mfrs. Jerome Regensburg admitted.—Amasa H. Scoville, of A H. Scoville & Son, leaf tobacco, dead.

Utica — Killian & Hoffman, cigar manufacturers, dissolved; Henry Hoffman continues.

Ohio—Germantown—Joseph Spring, tobacco etc; sold real estate, $800.

Toledo---Henry Weitzel; cigar mfr.; petition in bankruptcy.

Pennsylvania--- Harrisburg --- Knisely & Bro, cigars, etc.; succeeded by J. W. Rodenhaver.

Philadelphia --- Erishmuth, Bro. & Co, tobacco manufacturers; Edmund H. Frishmuth retires.—— Arthur Hagen & Co., commission tobacco, dissolved; Henry C. Ellis continues --same style.

Wisconsin---Milwaukee---Davis Cigar Co. wholesale cigars; petition in bankruptcy.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 South Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

FRANK M. TINKHAM

FRED B TINKHAM

TINKHAM BROTHERS

WHOLESALE

CIGARS AND TOBACCO

New Gifford Building, Brooklyn Square,
Corner Main

Jamestown, N. Y., Sept. 28, 1901.

ORIOR LID REST CO.,
READING, PA.

GENTS:—Yours received with samples of Lid Rest. Now we do not manufacture cigars, but we buy largely of George A. Kent & Co., Hummell & Co., Barnes, Smith & Co., and Hull, Grummond & Co., all of Binghamton, N. Y. Now if you can get the above firms interested, we think, they would use a great many of them, and we would consider your Lid Rest a fine thing to have attached, as every box should have a lid holder to make a proper showing in a case.

Yours,

Tinkham Bro's.

THE ORIOR LID REST CO.

Manufacturers and Patentees of the

Orior Combination Box Opener,
Label Cutter and Lid Rest

READING, PA.

WATCH THIS SPACE!

It is Reserved for

T. J. DUNN & CO.

Philadelphia, U. S. A.

LIBRARY, RECEIVED JAN 24 1902 U. S. Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 4. | PHILADELPHIA, JANUARY 22, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The President of our Company returned from Quincy, Florida, about two weeks ago, where he inspected our packing of

Shade-Grown Florida
Sumatra Wrappers
of the 1901 Crop

In our opinion the Finest Tobacco that has ever been raised in this country. It will be ready for the market about the first of March.

While at Quincy, Senator Broome, of Florida, sprung the following little "Puzzle" on E. A. Schroeder:

"Three parts of a cross, and a circle complete,
Then two semi-circles a perpendicular meet,
Now a small triangle, standing on two little feet,
Then two semi circles, and a circle complete."

Here is the Solution:

"Three parts of a cross (**T**), and a circle complete (**O**),
Then two semi-circles a perpendicular meet (**B**),
Now a small triangle, standing on two little feet (**A**),
Then two semi circles (**CC**), and a circle complete (**O**)—

"TOBACCO."

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

F. MIRANDA & CO.,

IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter IV.—Time Makes Clear One Scotsman's Joke.

By JOSEPH F. CULLMAN, of Cullman Bros.

The universal impression appears to be that Scotsmen have but a rudimentary sense of humor; that they never joke. King James I., of England, he of the famous Counterblast Against Tobacco, is usually regarded by historians, as he was by his subjects during his lifetime, as a particularly soberminded Scot. Yet it was this same King James who was the author of a joke which has been the most successful and enduring piece of humor in the history of the world. The Counterblast was but one part of his gigantic pleasantry.

Suffer me to remind the reader what it was that King James said of tobacco. His declaration was "That tobacco was the lively image and pattern of hell; for that it had, by allusion, in it all the parts and vices of the world whereby hell may be gained to wit; First, It was a smoke; so are the vanities of the world. Secondly, It delighted them that take it; so do the pleasures of the world delight them of the world. Thirdly, It maketh men drunken, and light in the head; so do the vanities of the world, men are drunken therewith. Fourthly, He that taketh tobacco saith he cannot leave it, it doth bewitch him; even so the pleasures of the world make men loath to leave them, they are for the most part so enchanted with them; and further, besides all this, It is like hell in the very substance of it; for it is a stinking loathsome thing; and so is hell."

If King James had stopped here—but why speculate about that since his joke only began where his essay left off? His joke was at the expense of the pockets of the lovers of tobacco and every chancellor of the exchequer of every civilized nation of the world from James' time down to our own, has kept it alive. James raised the duty on tobacco imported into England from his own colonies in Virginia from two pence per pound, which was merely nominal, to six shillings and two pence which was worth while. Now observe the operations of this Scotch joker's mind; he had launched his Counterblast which he rightly calculated would be a marvelously successful advertisement for the article of merchandise which it affected to condemn so viciously. Then, noting how the consumption of tobacco at once increased in England, he laid the literary part of himself away on the shelf in his library in Buckingham Palace and became the collector of imposts, remarking:

"They English hae na muckle sense, but they are a braw people to live amangst."

No joker ever reaped so rich a harvest, or had such good reason for feeling that his reward was all of his own deserving. A shilling in King James' time was equal to four shillings in our day. Fancy how rich England or any other country would be, if it levied a duty of twenty-four shillings a pound on tobacco. I am sure that every tobacco merchant in the world who pays duties upon his imported tobacco will be sure to see the point of Scotch King James's joke, and by none will the humor of the situation be more keenly appreciated than by the tobacco merchants of the United States. Note how the jest has been elaborated and perpetuated in this country. In Alexander Hamilton's time the government needed money. Hamilton invented the internal revenue system but left tobacco untouched. In 1862, when Salmon P. Chase was Secretary of the Treasury, he revived the system in order to meet the expenses of the war but he didn't let tobacco escape. He collected his tax on every cigar' every pipeful of tobacco, every mouthful of plug and fine cut and every nose-full of snuff. Was he an original farmer of taxes? Not by the shade of King James he wasn't! If James had ignored tobacco as a possible source of governmental revenue all the other tax gatherers, Chase included, would probably have overlooked it, too. Ah, but it takes a Scotsman to find where money is and to nurse it when he finds it, as James did.

I have, and I own it with pride, the greatest respect and admiration for the combined literary and administrative abilities of King James.

MR. JOSEPH F. CULLMAN.

Next Week—Chapter Five, "Not a Pursuit—A Passion," by John R. Young, of Young & Newman.

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes with be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:

My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____

Contributed by

Name ____ Street, ____

City ____ State ____

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

Geo. Burghard
IMPORTER OF
Sumatra and Havana
and Packer of **Leaf Tobacco**
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF

122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE. SIDNEY LABE.
BENJ. LABE & SONS,
IMPORTERS OF
SUMATRA and HAVANA
Packers and Dealers in **LEAF TOBACCO**
Nos. 231 and 233 N. Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB.
LEOPOLD LOEB & CO.
Importers of Sumatra & Havana
AND Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

Young & Newman, *IMPORTERS of* Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. C HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOE...

BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

The "Gaston" Brand

An Appreciation.

A cigar as fine as the "Gaston" brand of Arguellez, Lopez & Bro., of No. 222 Pearl street, New York, is a work of art in the same sense that a fine salad is. And it appeals with force, not only to every tobacco lover, no matter what his status in the world may be, but especially to those who are clearly accustomed to everything that is best.

The reputation of the manufacturers of the "Gaston" brand is of the highest, and their guarantee as to its excellence and the carefulness and expert skill of the cigarmakers employed in its manufacture may be accepted with implicit confidence, not only by the trade but by the individual smoker.

The "Gaston" brand has been on the market for several years, and is already widely known and popular but the present label showing the face of that Gaston who was the Duc d' Orleans and famous among the gallants and bon vivants of his day is new. That it is handsome and attractive will be admitted by everyone who sees it.

The cigar is made in the factory of Arguellez, Lopez & Bro., at Tampa, Florida, of the finest Havana tobacco obtainable in the Cuban market. The firm's tobacco buyer in Havana is recognized as among the greatest connoisseurs in the trade and he has given especial care to selecting the leaf utilized in the manufacture of the "Gaston" brand.

Cigar dealers who cater to fastidious smokers may proffer the "Gaston" brand over their counters with absolute certainty that it will please on a first trial and win a steady patronage. The lover of the finest clear Havana cigars is assured that the "Gaston," smoked anywhere and under any conditions, or in any mood, will ensure that feeling of calm which it is the mission of the naked beauties of excellent cigars to impart.

The United Cigar Manufacturers' Co. has been incorporated at Albany, N. Y., with a capital of $7,000,000—$2,000,000 preferred and $5,000,000 common stock. Directors are Edward A. Kerbs, Charles Hirschhorn, Jacob Wertheim, M. H. Mack, Walter A. Schiffer, and Fred. Hirschhorn.

Segar Store Suggestions

Some Don't's for 1902.

One would think there was evidence that the average business man knows little about his trade, to judge from the "don't's" which fill the air thick as snow-flakes. Cigar and tobacco men have been more or less inflicted, but at the risk of alienating their affections a few selections are given herewith. If they appear contradictory and seem to be endeavoring to get on both sides of the fence at the same time, you must remember that THE TOBACCO WORLD has a large circulation and that few of its subscribers think exactly alike. Now there is no reason why your neighbor, who may hold opinions on particular points radically different from yours, shouldn't find something in his favorite trade paper that will suit him quite as well as another thing may suit you. What the writer thinks doesn't matter. You pay your money, and you ought to get something to agree with your own ideas.

Don't be stingy in investment this year. Liberal buying of goods gives the appearance of enterprise, and frequently conveys the impression of large capital.

Don't buy too freely this year. Conservative purchases conduce to a staple business and create the impression in the trade that you are cautious but sound.

Don't attempt to do business upon a narrow margin. You will fail of the largest success if you do.

Don't wait for your margin to increase before attempting to do business. Credit is quite as good as capital, as long as you can keep it.

Don't curtail expenditures for clerks. If customers find you chained to your counter they will think you are not doing a good business.

Don't hire more clerks than you are absolutely obliged to hire. Customers will buy more goods of the proprietor and will think he is looking after their wants if he waits on them himself.

Don't neglect your windows. No form of advertising brings equal returns for the expenditure.

Don't spend much time on your windows. The results are problematical at best and not always commensurate with the efforts exerted.

Don't ignore the trust. It holds the key to your future in its hands.

Don't buy of the trusts. If the retailers would refuse to buy trust goods their careers would be short.

Don't attempt to work off cheap brands. You are likely to lose prospective custom.

Don't pass out best brands until you are compelled to. Nine in ten do not know the difference.

If a dealer follows these suggestions this year he will accumulate wealth, and what is more to the point, a huge supply of valuable experience

SUPERIOR GRADES of
Sumatra, Havana and Domestic TOBACCO
WHOLESALE AND RETAIL,
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF **LEAF TOBACCO**
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR
Sold Successfully Everywhere
T. J. Dunn & Co.
Makers,
PHILADELPHIA.

"Flor de Roedel"
High Grade 10-cent Cigars
Are Known for their Uniformity.
Samples sent to Responsible Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S
Cinco
Philadelphia. Cigars

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

BECKER'S
TABERNERO
Factory, 1215 N. 9th St.
925 Girard Ave.
5c. CIGAR
Made in Philadelphia by American workmen.

Oblinger Bros. & Co.
Wholesale Manufacturers of
CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

HENRY M. WEAVER & SON,
Manufacturers of
Cigar Manufacturers,
"Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE
AND
Three Black Kids
These are not Cheroots but a very fine Perfecto Shape CIGAR
Manufactured by
CHAS. GROSS & CO.
Phila., Pa.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Haynie Cigar Co.
Manufacturers of
Haynie's Special
5c.
PHILADELPHIA. Cigar

Leberstein Bros.
Makers of
La Volga
5-cent Cigar
103 North 2d St.
Philada.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 141 Maiden Lane. Amsterdam. Trascati.

VETTERLEIN ON RECIPROCITY.

Mr. Julius Vetterlein, one of our foremost leaf tobacco merchants, expressed his views before the Board of Trade on the much discussed question of commercial reciprocity with Cuba, as follows:

We gave liberty to Cuba, and she is practically our protege. The ordinary channels of her commerce having been destroyed, it is the proper thing for our country to relieve her from the condition of depression and give an object lesson, not only to the Cubans but to the world, of our humanity and good intentions.

Therefore, we shall and will give to Cuba reciprocity, and this is the question at issue—to determine which is the best interest for all as to the tariff upon tobacco, because Cuba has nothing to offer us, reciprocally, except tobacco and sugar It seems to me this a question of patriotism, and should be considered in a deliberate way. It is not a question of politics, "Protection vs. Free Trade," but it is a question as to the best interest of all.

The Cubans ask for 50 per cent. reduction on the duty The dnty on cigars is $4 50 per pound and 25 per cent. ad valorem, making an average duty of at least $80 per M. and to reduce it 50 per cent would leave it $40 per M., and it is a fact that 80 per cent. of the cigars manufactured in our country are sold at prices materially less than the reduced duty asked for by the Cubans. Further, while we reduce the duty upon cigars, we also get a reduction of 50 per cent. on leaf tobacco, which I believe would make the relative duty about the same.

It is with pleasure that I here quote Mr. H. S. Frye, President of the New England Tobacco Growers' Association. You will especially note the small quantity of cigars that are produced in the Island of Cuba. Now, as to Mr. Frye, I would mention he is one of the greatest exponents of protection to home industries; he has accomplished more in this particular line than any other individual; he has obtained for the farmers of this country for protection-sake an average duty above the cost of the home material of 1,000 to 2,000 per cent., and I, therefore, say it is with pleasure I quote from him in this issue, as follows:

"The imports of cigars from Cuba in 1897 to 1900 inclusive, were 125,549,666 in number (Government estimate), an average of 31,387,416 per year, or about 12 per cent. of the Island's product of 250,000,000, so if the imports of cigars should equal the percentage of leaf imports, or say 40 per cent of the total product of the Island, they would amount to 100,000 000, and as there is no evidence that the present imports of leaf tobacco of about 40 per cent. of the Island's products are seriousiy injuring the leaf interest of the United States. nor that the importation of about the same, or 40 per cent. of the cigar product of the Island in 1890, was perceptibly injurious to the cigar interest of this country, it is pretty near the height of absurdity for either interest now to raise the cry of 'ruin' over the prospect of a return to ante-'83 rates approximately on both Cuban cigars and Cuban leaf tobacco, which were $2 50 per pound and 25 per cent. ad valorem on cigars and 35 cents per pound on all Cuban leaf tobacco."

I would again call your attention to the remarks of Mr. Frye just quoted to that part of it which says "It is pretty near the height of absurdity for either interest now to raise the cry of 'ruin' over the prospect of a return to ante-'83 rates" It seems to me he must have had in view the petition of what purports to be "The Philadelphia Board of Trade," who ask in supplication that nothing be done to lighten the burden, either to the Cubans or to the Americans, without one scintilla of argument or data.

I believe I am justified in stating that a material part of the foundation of prosperity of the manufacturers in Pennsylvania is due to the reasonable rate of duty on Sumatra and Havana tobacco existing prior to 1890, and I feel assured a moderate rate of duty on Havana tobacco, both as to filler and wrapper, would be beneficial to the entire industry—grower, leaf dealer, manufacturer, and especially so the smaller manufacturer, or the man who is just starting, or those who will start in the future with limited means, as the factor of prosperity is "excellence" combined with cheapness. Give the manufacturers the raw material at the lowest figure and burden them with as little taxation as possible; it will be attended with general advantage to all. The Government also would receive increased revenue from internal tax, owing to the increased production due to the excellence of the article produced.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

Importers of **Sumatra Tobacco**
Cable Address: "HERR."
Joseph Hirsch & Son
4 & 6 VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.
HAVANA, SUMATRA, and SEED.
HIGH GRADE **LEAF TOBACCO**
No. 228 Pearl Street,
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY, BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $2.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.

Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 22, 1902.

Reciprocity.

Between the matter of legislating for the Philippines and carrying out promises made to Cuba, our National Legislators will no doubt in the near future have several questions of much seriousness to adjust. Philippinos, both merchants and others, are lamenting over present conditions in those islands. One merchant from Manila, who has been visiting the United States asserts: "Our tobacco industry has suffered most intensely on account of the revolution and the political changes since Dewey's victory. To pass the Payne Bill would be to deal a futher blow to our industry." But he takes consolation in what he considers a better outlook, in view of the fact that in the Senate the recommendation of the Philippine Commission to reduce the tariff 50 per cent. seems to have met with a favorable reception. Even this reduction, it is contended, would not be sufficient to enable cigars from the Philippines to enter into competition with the domestic product.

There was a divergence of opinion among the Republican members of the Senate Committee when in conference last week. No agreement was reached. Since then it has been practically decided to reduce the tariff on goods coming from the Philippines to the United States to the extent of the export tax levied in the islands. The agitation for further reduction, however, still goes on.

The entire tobacco trade is still further disturbed by the agitation for a reduction in the duty on tobacco and cigars coming from Cuba to the United States. Congress has undertaken to adjust all these matters in a way that shall be satisfactory to all interests, and with a view to acquiring needed knowledge it has delegated the Committee on Ways and Means to hear both the representatives of Cuba and representatives of the trade in the States.

These reciprocity hearings were begun on Wednesday last, when the Cuban Commission was heard as the first witnesses, but with a single exception the gentlemen heard were identified with the sugar industry. Consequently little was learned by the Ways and Means Committee that was of practical benefit to them so far as the tobacco industry of Cuba is concerned.

This week was given to a hearing of the representatives of the tobacco industry of the United States, and it is safe to say that much more information was gleaned through these proceedings regarding the actual conditions of the Cuban tobacco industry and its possible needs, than was learned at the hearing of the Cuban Commission, and that it will have a material effect upon the recommendations of the Ways and Means Committee to Congress, and the final decision of Congress is not doubted.

The consensus of opinion was so overwhelmingly in favor of several points advanced, that, unless the Senate provides for Cuban reciprocity by the proposed amendment of the House Philippine tariff bill, it seems likely that the earnest recommendation of the administration for reciprocity with Cuba may not be carried out as planned.

The leaders of the Ways and Means Committee have not, apparently, altered their opinion that nothing should be done at this time in the direction of lowering the duties on imports from Cuba into the United States. If the Senate should take the initiative, the House would probably agree to it, thus placing the responsibility on the Senate. The ultimate outcome of the proposed Cuban reciprocity legislation may, therefore, be said to hang in the balance.

PHILADA. LEAF BOARD'S PROTEST.

No Change Wanted in Existing Duty on Tobacco and Cigars from Cuba.

A meeting of the Philadelphia Leaf Tobacco Board of Trade was held on Thursday last, which was attended by a large majority of the most prominent members of the trade, and the following resolution were adopted:

Whereas, A Committee of Cubans has presented to Congress a petition asking that a reduction of 50 per cent. be made in the duties now imposed on tobacco and cigars imported from Cuba; and

Whereas, Recognizing that should Congress decide to reduce the duties on tobacco and cigars from the now existing rate, it would seriously interfere with and curtail the business of all branches of our industry, be it

Resolved, That the Philadelphia Leaf Tobacco Board of Trade earnestly protest against Congress making any change whatever in the existing rates of duty on tobacco and cigars, and further be it

Resolved, That a copy of these resolutions be sent to the Committee on Ways and Means of the House of Representatives, to the Senators from Pennsylvania, and to all the Philadelphia members of the House of Representatives.

The States from the Cigar Man's Point of View.

XII.

KENTUCKY.

It is estimated that seven-tenths of the adult male population of Kentucky chew tobacco. Perhaps this is one reason why the Blue Grass State is not one of the good cigar states. It must not be forgotten, either, in attempting to account for this fact that there are but three good sized cities in Kentucky, namely, Louisville, Lexington and Covington, and Covington is really nothing more than a suburb of Cincinnati.

Kentucky is a mountainous state, and the native mountaineers are people of whom the outside world hears very little. A "seegar" in the mountains of Kentucky is as rare as a poor horse in the blue grass counties.

The wealthy stock raisers and the gentlemen who are identified with horse racing are very great lovers of fine cigars. Indeed a well bred Kentuckian loves a good cigar next after a fine horse, which is saying volumes, for every gentleman in Kentucky knows what good Bourbon is. Louisville and Lexington, which are the chief centres of population in the state, contain many fine retail cigar stores and the former city is able to boast of several well known factories making an excellent line of cigars. Most of the cigars supplied to the trade of Kentucky from outside the state are distributed from Cincinnati.

XIII.

MISSISSIPPI.

One of the poorest cigar states in the country. Outside of Vicksburg the negroes predominate in number and the Mississippi negro has not yet learned to smoke even cheroots.

Cigars are of course on sale in the retail shops of Vicksburg and are smoked on the streets and in the homes of the white people as commonly as in other cities but on the great sugar cane and cotton plantations of the state the consumption of cigars by the planters and their white assistants is not as great as it should be.

XIV.

NORTH CAROLINA.

Although North Carolina has been but a moderate buyer of cigars up to the beginning of the twentieth century, there is every reason to hope that this condition will change for the better very speedily. The North Carolinian is a born tobacco lover. Durham is a wonderfully active producer of several of the best known brands of smoking tobaccos and cigarettes, and no boy, white or black, born in Durham, Raleigh, Charlotte or Winston but learns to smoke at an age very much behind the age at which Northern boys take their first smoke. Some of these North Carolina laddies become smokers of cigars when they grow up but it is not they who will make up the bulk of the cigar lovers of North Carolina of the future.

The cotton industry of the state is becoming larger all the time and mills are being built in North Carolina by northern capital which will have to be operated by northern people and it is these men and their sons who will soon cause a great increase in the burning up of cigars in the state.

XV.

SOUTH CAROLINA.

The northern way of looking at things has prevailed in South Carolina now for nearly a score of years. The influx of northern business men into the state has stimulated the consumption of cigars among the white people, and the future is exceedingly bright.

Charleston and Savannah have been for many years large cigar distributing centres. There are several prosperous factories in Savannah making a line of clear Havana cigars.

Florida Wrappers at Auction.

The attention of our readers is courteously directed to the full page notice of an important auction sale of Florida wrapper leaf which is to be conducted by Woodrow & Lewis, the well known auctioneers of No. 94 Pearl street, New York, on Wednesday, January 29.

SPECIAL NOTICES.
(Ten cents per 8-pt measured line)

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

SALESMAN WANTED by Philadelphia Manufacturer, to sell High-grade Five Cent Goods; good territory; commission basis only. State experience, etc.
Address Box 137,
1t Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE—One Perfecto cigar bunching machine and one tobacco scrap machine. Both will be sold cheap for want of use. Address
1-22-4t. H. S. SOUDER, Souderton, Pa.

FOR RENT.—Cigar Factory located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

DESK or office room for rent for leaf broker or agent.
1-22-2t Apply 102 Arch street, Philada.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

IMPORTANT AND PEREMPTORY

AUCTION SALE

OF

235 Bales

CHOICE FLORIDA WRAPPERS

Sound and in Perfect Order.

All Grown Under Artificial Shade.

WOODROW & LEWIS, Auctioneers,

Will Sell at Auction, on

Wednesday, Jan. 29, 1902,

commencing at Eleven o'clock, at the salesroom, No. 94 Pearl Street, near Hanover Square, New York,

By order of Messrs. F. C. LINDE, HAMILTON & CO., For account of whom it may concern,

167 Bales Florida Wrappers

Packed in Sumatra Style

68 Bales Florida Wrappers,

Packed in Havana Style

Partly Fine Light, partly Medium Colors, and an

Especially Desirable Lot of Tobacco

Will be Sold in Suitable Lots.

TERMS--NET CASH.

Samples drawn and guaranteed by Messrs. F. C. Linde, Hamilton & Co, may be examined day before sale, with catalogue giving full particulars.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. NEW YORK.

ARGUELLEZ, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.

"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave. NEW YORK.

HAMBURGER BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

Why Leaf Men Oppose Reciprocity.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Jan. 21, 1902.

A special meeting of the Leaf Tobacco Board of Trade of the City of New York to consider reciprocity with Cuba was held at the Board rooms at 3 o'clock on the afternoon of January 17. President Joseph F. Cullman was in the chair. The largest houses in the trade were represented at the meeting, among those present being: A. Cohn, Harry S. Rothschild Benno Neuberger, Edwin A. Schroeder, Ferdinand Cranz, Avelino Pazos, Lewis Cantor and others.

Harry S. Rothschild moved that the Board re-affirm its declaration in favor of a uniform specific duty. The motion was seconded.

Avelino Pazos moved, as an amendment to the motion, that the Board advocate reciprocity with Cuba. The motion was seconded by Charles L. Holt. In support of his motion Mr. Pazos made a speech which was listened to with the closest attention. He said: "I think it would be very well not to throw a small stone at a big wall. My impression is that reciprocity will not be hurtful to anyone. My house is exclusively an importer of Cuban tobaccos and I speak from a thorough knowledge of the subject. As I understand it, reciprocity with Cuba on leaf tobacco and cigars means a reduction of 20 per cent. from present duties. That would make fillers pay 28 cents and wrappers, $1.48 per pound, instead of 35 cents and $1 85 as at present. This slight reduction will not harm the tobacco interest as a whole. Unless the United States does something for Cuba there will either be an insurrection in the island or annexation. It is true we liberated Cuba but we also took from her her markets. The Cubans are worse off to-day than ever. I myself have seen starving people in the city of Havana. Matters in the Pinar del Rio are in a truly deplorable condition. The banking and commission houses refuse to lend money to the small tobacco farmers, because they see no prospect of getting back their money. For this reason there is a possibility that next year the island will grow but half a crop of tobacco. If we give these people the concessions they ask for they can survive for a couple of years until they can recover."

In supporting the amendment offered by Mr. Pazos, Mr. Holt said that a sense of national honor should prompt the United States to go to the rescue of the Cubans.

In opposing the Pazos amendment Mr. Rothschild said: "The original commission from Cuba asked for a reduction, not of 20 per cent., but of 50 per cent. While our hearts may be touched by the entirely true stories we hear of distress in Cuba we are still bound as merchants to look to our own interests. This continued and constantly recurrent agitation of changes in the tariff on tobacco is harmful. The question that confronts us is a tobacco question, not a humanitarian one. There are thousands of ways in which this rich Government can give relief to Cuba without injuring our business. It is not the hand of the United States that is over Cuba, but the hand of the Almighty."

Edwin A. Schroeder asked: "Are we paying any less for Cuban tobacco than we paid ten years ago? No. If the Cuban farmer is taught how to raise tobacco according to modern methods it will be a godsend. They still plough their land down there with wooden plows. Let me remind you that scientific tobacco culture in Florida by the Owl Commercial Company, A. Cohn & Co., Schroeder & Arguimbau and others under conditions very different from those which obtain in Cuba, and from a soil vastly inferior, gives employment to many thousands of American citizens, more than one half of whom would lose their present means of livehood if there were any very great reduction in the duties on Cuban tobaccos. If the U. S. Government would send its corps of Agricultural Department scientists to Cuba it would confer an immense boom upon the island."

Mr. Pazos said that his amendment contemplated leaving the whole matter to the Government.

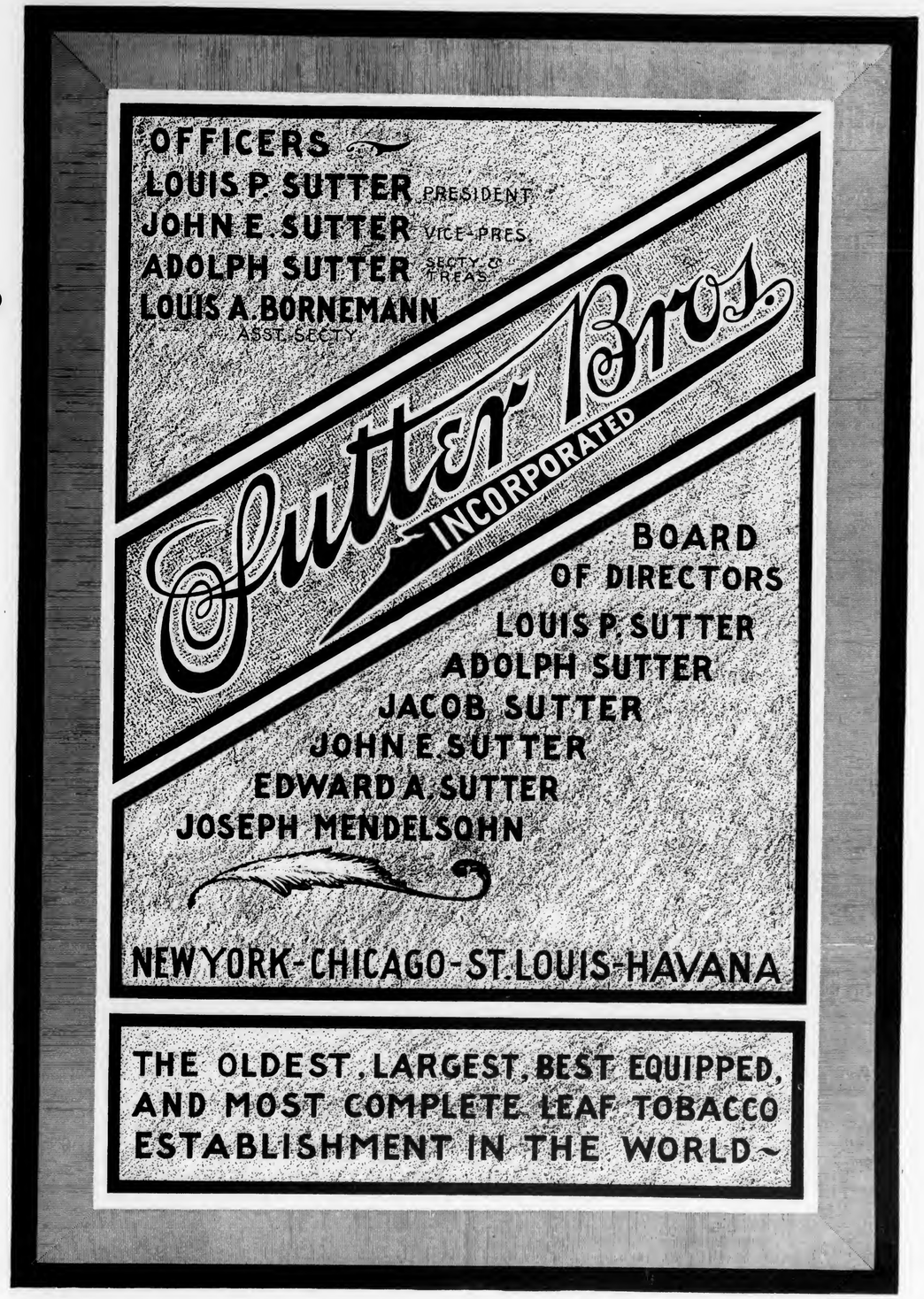
Mr. Rothschild observed: "I do not see how a reduction of 50 per cent. will help the Cubans. It will help the cigar manufacturing concerns that are not Americans."

It was stated that in 1901 the Henry Clay and Bock & Co. syndicate, an English corporation, had manufactured 60 per cent. of all the cigars shipped to the United States.

Jesse Mayer said that a reduction of 50 per cent. of the duty on cigars would inevitably injure the 110,000 people in this country who earn their daily bread at the trade of cigarmaking, besides the label lithographers, the box makers and all the allied industries.

The Pazos amendment was lost and the original motion committing the Board to a reaffirmance of its platform in favor of a uniform specific duty was carried.

The Legislative Committee of the Board, viz: Harry S. Rothschild,



E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Sreet, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

Frank M. Arguimbau and Charles Fox were instructed to present a brief on behalf of the New York Board to the Committee on Ways and Means of the House of Representatives at Washington on January 21. The Committee were also instructed to confer with President John R. Young of the National Board in Washington on January 20. President Cullman and Secretary Jesse Mayer accompany the Legislative Committee to Washington.

***

The leaf market during the week ended January 18 was active. The Pennsylvania Broad Leaf was the chief domestic type sought for and over 1,000 cases changed hands.

The transactions in Havana continue to be brisk and of considerable volume.

The Sumatra market was also active. Importers are satisfied with the way the year has begun.

One large importer takes exception to the statement that the annual consumption of this leaf has increased of late years proportionately with the great increase in the production of cigars. He insists that the Treasury Department figures, which have it that the aggregate annual withdrawals for consumption of Sumatra show that all the country needs is only a little over 25,000 bales is correct. The Treasury statement shows that during the first eleven months of 1901, that is from January 1 to December 1, the total withdrawals were about 25,000 bales, or at the rate of about 2,720 bales per month. This would make about 28,000 bales for the whole twelve months of 1901. It is insisted that these figures are right and that American manufacturers of the cheaper grades of cigars are using Florida leaf and other substitutes for their wrappers. Canada buys from importers in the United States about 3,000 bales of Sumatra every year for wrappers for the 130,000,000 cigars which she manufactures. That would make for 1901 a total consumption of about 31,000 bales for both countries, leaving still over 6,000 bales of the total of 37,034 bales imported in 1901 in first hands.

It is also pointed out that American cigar manufacturers who, before the McKinley bill of 1890 went into effect, were prodigal and even wasteful in their use of Sumatra, have now learned how to husband this costly leaf. They now demand that 1½ pounds of Sumatra shall suffice for wrapping 1,000 cigars and expect that every bale shall yield wrappers for from 85,000 to 100,000 cigars. It will be a long time yet, says the importer, before the United States will be able to utilize 37,000 bales of Sumatra in a year, and that period will be still further put off if the production of tent-grown wrapper leaf in Connecticut turns out successful.

***

A charter was granted to Sutter Bros. incorporated, at Springfield, Ill., on January 2. The corporation has a paid in capital of $900,000, and will continne the business of Sutter Bros. in New York, Chicago, St. Louis and Havana as heretofore. Business convenience was the sole reason for the incorporation. The incorporators are the six members of the old firm of Sutter Bros., namely, Adolph, Jacob, Louis P., John E. and Edward A. Sutter and Joseph Mendelsohn.

At a meeting of these gentlemen, who constitute the board of directors, held in Chicago on January 17, the following officers were elected: Louis P. Sutter, President; John E. Sutter, Vice-President; Adolph Sutter, Secretary and Treasurer and Louis A. Bornemann, Assistant Secretary.

***

Harry Erlich and S. J. Janover, of the Erlich Manufacturing Co., left for Havana, via Tampa, on January 19.

***

Henry Levy, representing Sartorius & Co. left on January 19 for a visit to his Western trade.

***

Louis Leopold, of J. Leopold & Son, is now visiting his trade in Pennsylvania, among whom he appears to be always welcome.

***

Henry Friedman has returned from his trip to Connecticut whither he went for the purpose of inspecting his purchases of the new Havana seed. He says the tobacco has turned out uncommonly fine.

***

Julius Becker & Co., the pipe manufacturers, are removing from 616 Broadway to 594 Broadway.

[See page 20]

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package
Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the Wholesale and Jobbing Trade only.
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

Pennsylvania Factory for Hirschhorn, Mack & Co.

It was reported in Philadelphia early last week that the extensive cigar factory of Allen R. Cressman's Sons, at Sellersville, Pa., had been sold to Kerbs, Wertheim & Schiffer-Hirschhorn, Mack & Co., which, however, was denied by the firm. It was subsequently learned that Hirschhorn, Mack & Co. are seeking to establish a factory in the vicinity of Sellersville, and pursuant to their contemplations they had arranged to commence manufacturing in a portion of the building recently erected by Allen R. Cressman's Sons for their own use Eight hands were employed last week, and it was promised that should they be able to secure the kind of workmanship that is desired sufficient employment could be given to run a factory of 250 hands. Late last week a representative of Hirschhorn, Mack & Co. visited the factory at Sellersville, and had the force of eight increased to fifty for this week. The new firm, however, is instructing their hands in the particular style to which they have been accustomed in New York city. Charles Cressman, of Allen R. Cressman's Sons, will superintend the work, at least for the time being, and it is perhaps on account of this fact that the above rumor gained circulation.

Clear Havana Manufacturers Organize.

A meeting of clear Havana cigar manufacturers to consider reciprocity with Cuba, was held at the office of Y. Pendas & Alvarez, 209 Pearl street, New York, at 10 o'clock in the morning of January 20. Those present or represented were: Ysidro Pendas, Manuel Alvarez, Simon Batt, Garcia & Pando, Ruy Lopez Ca., Bustillo Bros. & Diaz, Sanchez & Haya, Cuesta, Rey & Co., S. I. Davis y Ca., F. Garcia, Bro. & Co., Emilio Lopez & Co.; A. Gutierrez & Co., M. Lorente & Co., S. Rodriguez & Co., Perez, Rodriguez & Balbin Bros. Co., A. Montanez & Co., Gordon Buchanan Co., Charles S. Jacobs & Co., Sieber Mfg. Co., E. Regensburg & Sons, Ferdinand Hirsch Co., M. Fernandez Bros. & Co., Leopold Powell & Co., and Manuel Lopez & Co.

An organization was formed to be known as the Havana Cigar Manufacturers' Association of the United States, and the following officers for 1902 were elected:

Ysidro Pendas, President; Simon Batt, Vice President; R. A. (Ruy Lopez) Bachia, Secretary; and John W. Merriam, Treasurer. Executive Committee: Jose M. Diaz, Samuel I. Davis, Francisco Garcia, Ed. Regensburg and Jose Pando.

A committee to proceed to Washington to represent the Association at the hearing before the Committee of Ways and Means, as follows: cigar department of Berdan & Co., Jose M. Diaz, Samuel I. Davis, Leopold Powel, John W. Merriam and Richard A. Bachia.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Jan. 20, 1902.

A spirited meeting of the tobacco industry of this county was held on Saturday last (see full report elsewhere.)

Transactions in old goods during the past week have been encouraging. Elias Bach & Son, of New York city, purchased from A. K. Mann, the Millersville packer, about 800 cases, and from S. N. Mumma, of Landisville, about 1,200 cases.

A. H. Hershey & Co., of this city, also sold a good sized packing.

Menno M. Fry reports sales aggregating about 400 cases during the week.

John F. Heiland, of Meiskey & Heiland, returned last week from a business trip through Connecticut, where he bought a considerable quantity of leaf for his house.

The purchasing of the new crop is now becoming more general as local leaf dealers are getting ready to send their men in the field.

The damp weather of the past week gave the farmers an excellent opportunity of stripping, which was being done as rapidly as possible

F. E. Parsons, manager of the cigar department of Berdan & Co., Toledo, O., was a guest of S. R. Moss last week, and left a pleasant reminder in the shape of an order of one million "Quaker Girl" five cent cigars, and one hundred thousand "Flor de Moss" clear Havana ten cent cigars.

A decision was rendered by the Supreme Court on Saturday last refusing a re-hearing in the suit of J. L. & M. F. Greene vs C. A. Fon Dersmith, trustee, to determine ownership of 135 cases of tobacco levied upon by the sheriff as the property of A. B. Hostetter on an execution issued by Fon Dersmith against Hostetter. The amount involved is about $2,500. The Greene's allege in their complaint that the tobacco was sold to Hostetter on the strength of fraudulent representation which he made in regard to his financial standing.

F. R. Serlen, A. L. Palmer, and W. N. Bond have incorporated the Wright Cigar Co., at East Orange, N. J., with a capital of $100,000.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

WRITE FOR SAMPLE CARD AND PRICE LIST.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

36 East 22d St.
New York.

WM. WICKE CO.

W. K. Gresh & Sons, Makers,
Factory 1839. Norristown, Pa.

Weigman Bros., Rabinovitch & Co. L'm'd,
IMPORTERS AND MANUFACTURERS OF
Russian and Turkish Tobacco & Cigarettes
OF THE FOLLOWING BRANDS
TRADE MARK
Medjidie, Ruble, Shah, Etc.,
517 SOUTH FOURTH STREET, PHILADELPHIA, PA

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany. } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
JANESVILLE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Philadelphia Tobacco Pencilings.

An adjourned meeting of the cigar manufacturers of this city was held on Saturday afternoon last, to further consider the question of Cuban reciprocity. No satisfactory conclusions were arrived at and the meeting broke up in somewhat of a turmoil. Several resolutions were debated, one of which was brought up for this express purpose, so as to bring out if possible any objectionable features. No committee, however, was willing to serve under the stipulations of the resolutions passed and no delegates were sent to Washington by the manufacturers here, to appear before the Ways and Means Committee. It was perhaps wise to send no delegation, rather than have it understood at Washington that opinion here was divided. It is united action in such cases that invariably accomplishes the most.

Just what ultimate effect this will have upon the association as an association is rather difficult to foretell but in parliamentary practice it might be termed a case of "strained relations."

The United Cigar Improvement Co. has now occupied the first floor at 232 Arch street for offices, which have been very finely fitted up. A new process of cigar manufacture will be soon exploited, and if successful is expected to bring about a complete revolution. They propose to use up an entire leaf, stem and all, saving the cost of stripping as well as the loss occasioned by stripping and throwing the stems in the refuse. A newly patented machine has been devised to do the work, and it is giving its progenitors much satisfaction. In fact, those interested claim that its practicability is proven beyond a question of doubt.

Joseph Vetterlein, of Vetterlein Bros., returned last week from a flying trip through the South.

Business with Arthur Hagen & Co. has gone on uninterruptedly since the retirement of Mr. Hagen, about two weeks ago. Mr. Hagen has been identified closely with the trade since 1874, when he was located on Front street above Market. In 1874 the business was transferred to it present quarters. H. C. Ellis, who now constitutes the firm of Arthur Hagen & Co., was associated with Mr. Hagen upwards of twenty years. Their principal goods are the products of the Harry Weissinger Tobacco Co., of Louisville, and of the Universal Tobacco Co., of New York.

P. C. Fulweiler & Bro. recently put on the market a new brand of nickel cigars under the title of "La Fulora," which they claim to be an all Havana filler. This brand is to be pushed vigorously alongside of their "Prince of India" 5c brand.

Fauth & Ogden are putting out this year new colored tranparencies for pasting on windows, doors, etc., advertising their "Cosmos." About a thousand of them have already been placed in as many establishments.

J. Davidson has engaged Joseph Keveitch as a city salesman on his "El Zeno" and other brands of his manufacture. Mr. Davidson has also decided to engage more extensively in the general jobbing trade.

W. A. Haug, a popular retailer at 17 N. 9th street, has distributed among his customers and friends a fine seal leather combination card case, pocket and memorandum book.

Pent Bros. & Coleman, a corporation, has been practically dissolved. They will hereafter be known under the co-partnership firm name of Pent Bros. Mr. Coleman retired from the business several years ago.

The El Basco Cigar Co., at 137 Market street, which commenced business January 1st, say they are now running with thirty hands. Their floor space is ample for a much larger force. Louis Bacharach, of this firm, will spend considerable of his time traveling.

Thos. A. Wagner, of Sellersville, and A. B. Levinite, Lancaster, Pa., were visitors here last week.

A new store is being fitted up at 1317 Market street, by Joseph Way, who will open it in about three weeks with a full and up to date line of cigars, pipes and smokers' articles.

M. J. Dalton, is preparing for a vigorous campaign with the products of P. Estanillo & Co., a branch of the Cuban American Mfg.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

Co. He has just received his first invoice of eighty thousand cigars from that factory.

A fire of unknown origin caused $1,300 damage early this morning in the wholesale cigar manufactory of Andrew Hapig, at 2402 East Dauphin street.

Stanley Wollman, of the American West Indies Trading Co., Samuel Fisher, a manufacturer, Chas. Wasserman, with B. Wasserman, all of New York, and Henry Kraus, of Kraus & Co., Baltimore, were among this week's visitors.

IN THE LEAF CIRCLES.

The leaf trade here is much interested in the outcome of the present agitation and they will welcome the news which they will be receiving first from THE TOBACCO WORLD of its progress and the impression which has been made before the Ways and Means Committee at Washington, by President Young of the National Board of Trade, who was accompanied there yesterday by H. W Bremer, of Lewis Bremer's Sons.

One hundred and twenty bales of Havana tobacco were received here during the past week by E. A. Calves & Co., of this city.

Leopold Loeb, of the Loeb-Nunez Havana Co., left for Havana on Monday, accompanied by his son Joseph.

During a conversation with Karl Straus, of K. Straus & Co., Mr. Straus became quite enthusiastic in talking up his Pennsylvania B's and C's. It is well known that Mr. Straus takes great pride in showing to the trade extra fine stock, and he simply is enthused with the samples he showed to the Paragrapher yesterday. S. Agatstein, of this house, is now traveling through the west, while Mr. McComas is taking care of the trade in Pennsylvania.

J. W. Eckerson, of F. Eckerson & Co., started on Monday night for an extended trip through New York State.

Sol. Loeb, of the Loeb-Swartz Tobacco Co., has been spending several weeks in thoroughly covering Pennsylvania, where his firm is building up quite an extensive patronage.

Julius Vetterlein & Co., had a good trade during the past week. Their packing of Pennsylvania broad leaf appeared to attract much attention from several buyers who were looking it over.

Jake Labe, of Benjamin Labe & Sons, is now traveling through the west. Sidney Labe, of the same house, is making his customary rounds through Pennsylvania.

E. Sommer, of H. Sommer, Quakertown, Pa., J. Gust Zook, leaf packer, of Lancaster, Pa., Herman Salomon, of G. Salomon & Co., New York, Charles O. Klotz, with Schroeder & Arguimbau, New York, and Leonard Cohn, with A. Cohn & Co., New York, were among the week's visitors.

Lancaster Trade Protests.

No Change Wanted in Present Rate of Duty—Delegation to go to Washington.

A meeting of leaf packers, and dealers and cigar manufacturers of Lancaster was held on Friday last to consider the matter of reciprocity with Cuba, and the reduction of duty on cigars and tobacco coming from Cuba to the United States.

Resolutions had already been adopted by the leaf trade protesting against any reduction.

President Skiles, of the Leaf Board of Trade, occupied the chair, and Mr. M. Fry was made secretary of the meeting. Capt. John R. Bricker, of Lititz, offered the following resolution which was passed:

Whereas, There is a bill pending in Congress, being the subject matter of reciprocal relations between Cuba and the United States, in which it is proposed to reduce the duty on tobacco and cigars imported from that island:

Whereas, A reduction of the tariff on these importations would work the most serious injury and would result in a widespread misfortune to the tobacco farmers, tobacco dealers and cigar manufacturers of the country;

Resolved, That the tobacco dealers and cigar manufacturers assembled in Lancaster city, this 17th day of January, 1902, do most earnestly protest against the passage of any bill by Congress that will in any way reduce the tariff on tobacco or cigars imported from Cuba.

Resolved, That a committee of two be sent to Washington to lay before the Committee on Ways and Means the great distress which would result to our people from any reduction of this nature in the tariff, and also to enlist the services of our representatives in both houses of Congress in our behalf.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER.

Quality and *Price* are Potent Factors in the Cigar Trade
We can demonstrate the former and guarantee the latter in our
Wyoming Elk 10c. Cigar
Correspondence solicited from desirable dealers
Samples for the asking
PENN CIGAR CO.
838 Chestnut Street, READING, PA.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

Schuster's Civita CIGARS
N. E. Corner
23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office nd W rehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.

E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383--385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

John R. Bricker, Morris Roesn thal and James D. Law, were appointed a committee to go to Washington and appear before the Ways and Means Committee on Tuesday, on behalf of the Lancaster trade.

It is also expected that President B. Ezra Herr of the Lancaster County Tobacco Growers' Association, will appoint a committee from among its members to join the delegates above mentioned.

NEW ENGLAND GROWERS' MEET

Committee Appointed to Visit Washington to Protest Against a Reduction in the Cuban Tariff Rates.

The New England Tobacco Growers' Association held their 19th annual meeting, at Hartford, Conn., last week, which was more largely attended than any previous meeting.

Officers were elected as follows: H. S. Frye, President; Thaddeus Graves, Vice-President; S. C. Hardin, Secretary and Treasurer.

After a heated discussion a resolution was unanimously passed favoring the maintainance of the present tariff rates governing both Cuba and the Philippines.

A committee, consisting of H. S. Frye as chairman, A. C. Sternberg, Col. E N. Phelps, and Luther M. Case, was appointed to visit Washington and present resolutions before the Committee on Ways and Means.

This is directly contrary to the views of President Frye, as expressed by him in his opening address at the meeting.

REPRESENTATIVES of THE TOBACCO TRADE AT WASHINGTON

Heard Before the Ways and Means Committee.

Special to The Tobacco World. WASHINGTON, D. C., Jan. 20, 1902.

We are now upon the threshold of the Nation's Capitol, with a large representation of the tobacco trade, which is constantly and rapidly increasing in numbers and influence. During the past week there have been many interesting developments in the Cuban reciprocity agitation, and the interest was augmented to day when it was announced that the House report on the Philippine tariff would be made to the Senate to-day and that the question would be opened to debate on Tuesday (to-morrow).

It is certain that a strong fight will be made against Cuba in the matter of sugar, and the large representation of the tobacco trade already here, with more still coming, is proof of the fact that the members of the tobacco trade are equally vigilant.

The proposition that has been talked of in the Senate, to attach to the Philippine bill that came over from the House an amendment providing for a reduction in the duty on Cuban sugar and tobacco, has been abandoned.

There is a growing feeling that there should be no reduction on sugar. Neither shall there be a Cuban rider to the Philippine bill. The Cuban situation, however, is causing much perplexity in both the House and the Senate.

Talks with Chairman Payne and Mr. Dalzell, of the House Committee, elicited the information that no bill will be reported to the House this week or for some time to come.

The leaf trade as represented here is unanimous in favoring a protest against any change whatever in the present rates on Cuban tobacco and cigars coming into the United States, but among the representatives of cigar manufacturers there is some diversion, owing to the fact that clear Havana manufacturers would not be averse to a reduction in leaf but would like the duty on cigars left severely alone.

No definite plan of action has as yet been formulated, but this is likely to be done at a caucus of all interests which is to be held to-night.

Numerous (and several more or less elaborate) briefs have been prepared for the convenience of the Ways and Means Committee, designed to give them the desired information of facts for their consideration and guidance.

The opponents of the reduction plans are taking much encouragement in the fact that the Cuban delegation which was heard before the Committee last week have failed to make clear that urgent necessity exists for prompt relief at the hands of their liberators.

Forceful arguments will no doubt be presented to prove that Cuba is already in a bettered condition, and infinitely so, as compared with the condition of the United States after the treaty of peace with England with a population then little geater than that of Cuba is now.

The Ways and Means Committee have adopted plans for exhaustive inquiry into the whole question before they frame a bill for Cuba's relief. In fact, it is generally believed that unless Cuba can show that it is in actual distress, their cause is likely to be materially weakened.

Friends of Cuban reciprocity, however, have been encouraged by Mr. Mason's remarks, made last week when he called up his resolution for reciprocity with Cuba, feeling perhaps that he voiced Congressional sentiment. This is not borne out by facts as they have developed since.

POLITICAL ASPECT ASSUMED.

It may be unfortunate for contestants on both sides that the question has already assumed a political aspect. Senators from two of the the most pronounced Republican States in the Middle West say they would have no hesitation in telling the President that, if the policy of breaking down the beet sugar industry was persisted in, at least half of the Republican Congressman from those States will be defeated at the next election. It will be seen at a glance that it is no longer a clean-cut business proposition, nor is the question of political economy any longer the only factor.

IN CAUCUS.

A caucus was held at the Arlington this evening, at which there was present a larger delegation than has perhaps ever before been the case when a question involving the interests of the tobacco trade was under consideration.

A large number of representive men of the trade from all over the country were in attendance, and all was harmony. A fact which was highly pleasing to President Young of the National Cigar Leaf Tobacco Association, by whom a complete programme will be arranged for the work of to-morrow, working, of course, with the cigar manufacturers delegations who were holding a similar meeting at the New Willard.

As it was, the meeting had in its midst representatives of growers, packers, dealers, importers and manufacturers, one and all of whom were apparently of the same mind, and that is that they are asking for nothing only that the present tariff be left alone.

THE DELEGATIONS.

Delegates are already here from nearly every section of the country and they include:

New York.—J. F. Cullman, E. A. Schroeder, Jesse Mayer and A. T. Kinney. Messrs. Dolbeer, Ertheiler and Bijur having not yet arrived.

Philadelphia—John R. Young, President, National Cigar Leaf Tobacco Association, and Harry W. Bremer.

Chicago—Jacob Sutter, J. L. Friedman, and L. M. Crump.

Milwaukee—Geo. J. Englehart, and H. O. Frohbach.

Dayton—A. H. Reeder.

Cincinnati—L. F. Anderson, Jr,.

Lancaster—M. Rosenthal, Capt. J. R. Bricker, J. D. Law, and B. Ezra Herr.

New York and New England States—J. W. Upson, Col. E. N. Phelps, L. M. Case, A. C. Sternberg, John A. DuBon, and Geo. L. Storm, N. Y., President National Tobacco Growers' Association.

January 21, 1902.

Yesterday was an ideal day at the Capital, but to-day the weather is most inclement, yet members of all the various delegations which arrived here yesterday were about early and appeared thoroughly refreshed. Representatives A. M. Jenkinson and C. M. Logue, from Pittsburg, of the Cigar Manufacturers Association of Western Pennsylvania were among the very first to enter the committee rooms. They had arrived at Washington about midnight on Monday.

Chairman Payne and his colleagues now serving on the Ways and Means Committee are among the most careful observers of the rules of punctually, and promptly at 10 o'clock the delegations representing the tobacco trade of the United States presented themselves in the committee rooms in the Capitol building, having come almost en masse, and in accordance with pre arranged plans all branches were working in the fullest harmony and accord.

President Young, of the National Cigar Leaf Tobacco Association, took the initiative, and was the first witness to be heard. A brief submitted by him very ably presented his argument on behalf of the National Association. (See full report elsewhere).

Short memorials as well as numberless resolutions were presented by delegations from the National Tobacco Growers' Association, New England Tobacco Growers' Association, Lancaster County Tobacco Growers' Association, National Association of Cigar Manufacturers, New York Cigar Manufacturers' Association, New York Clear Havana Cigar Manufacturers, and other trade organzations from Chicago, Milwaukee, Cincinnati, Dayton, Janesville, Lancaster, Philadelphia and other places.

The hearing to-day was divided into a morning and afternoon session. The morning session being occupied in hearing Messrs. Young, Wertheim, Diaz and Storm, repre-senting respectively the National Cigar Leaf Tobacco Association of America, Clear Havana Cigar Manufacturers Association, Cigar Manufacturers Association of Western Pennsylvania, and the National Tobacco Growers' Association.

The present position of the cigar manufacturing industry was gone into very thoroughly and clearly by Mr. Wertheim, who was aided by Mr. Diaz, at the request of Chairman Payne of the Ways & Means Committee. After his hearing there were many convictions that numerous points had been scored in favor of no change of Tariff at present.

President Young of the National Association has long been regarded as a clever parliamentarian, and therefor much was again expected of him to-day. As he read his brief he was closely followed by the members of the Committee, and a shower of questions were subsequently put, showing that a deep and convincing impression had been made.

Mr. Storms was the last speaker at the morning session and it was soon discovered that the occasion was not his first visit before this body.

He proved a highly interesting witness and one who was thoroughly posted upon the subject of Tobacco Culture in the United State, and the possible effect upon this industry, in case of a reduction in duty.

At the closing of this report the afternoon session was just called as there are a half dozen or more witnesses to be heard yet, besides the numberless briefs, etc., which are to be submitted in substantiation of the protestants' contentions.

Frye Gives an Interview.

Explains the apparently Ridiculous Position in which He now Finds Himself.

To your correspondent President H. S. Frye, of the New England Tobacco Growers' Association, give the following statement regarding his position relative to the New England Association, from which a large delegation is present, and are a unit in their earnest efforts to have present duties on Cuban tobacco and cigars remain in force.

This is what he says:

"That my position was based entirely upon the condition of Cuban tobacco, as it exists at present, as it always has existed, and was in exact accordance with the policy of the New England Association for the last dozen years.

Without considering or even knowing anything definite or reliable in regard to tent grown tobacco in Cuba, so that the matter of tent grown tobacco was simply not considered at all. I have simply heard that they were going to try experiments, that is all I know about it.

It appears that this proposed experiment in Cuba has advanced farther than I was aware or knew of, and as it appears further that no matter what the actual outcome may be, the fact that a majority of the tobacco growers of New England believe that Cuban tent tobacco might become a dangerous competitor to the leaf interests of New England, if the differential or wrapper rate was reduced or removed from Havana tobacco, it is entirely sufficient for me to say that I agree with the resolutions as passed at the Convention of January 14th, that there should be no change, or that I do not favor any change in rates now existing on tobacco now coming from Cuba or any other country."

When questioned further regarding his attitude toward a reduction in import duty on Cuban cigar products, he was loath to talk, and would only say that the cigar end did not concern him at all. His views on that point have evidently changed.

Vetterlein Communicates with Dalzell.

A letter was received by Congressman Dalzell who is a member of the Ways and Means Committee, from Julius Vetterlein, a leaf tobacco packer and importer at Philadelphia, urging a reduction in present rates of duty on tobacco and cigars coming to the United States from Cuba, in which he stated that it was his firm belief that this could be done without any possible danger of injury to the industry here, so far as competition with Cuban products was concerned. The letter was circulated among some of the committeemen and was also referred to a delegate from Pittsburg.

The Afternoon Session.

At the afternoon session Mr. Storms concluded his testimony. Mr. Cullman, President of the New York Leaf Tobacco Board of Trade was the next witness heard and presented one of the most forceful arguments heard. Mr. Cullman also filed with the committee a Brief expressing the views of his association, together with a letter addressed to him as President by E. A. Schroeder. (See next page).

After this delegates representing various trade organizations were

heard, including, of course, the Lancaster, Pa. trades, for whom the spokesman was Jas. D. Law. Also the Lancaster County Tobacco Growers represented by their Association's President B. Ezra Herr.

Time was passing rapidly so that in order to facilitate things several organizations simply filed Briefs.

FAVORABLE OUTCOME LOOKED FOR

The opinion is quite general among the delegates present that their efforts will be crowned with success, and that they will result in no changes from the present rates.

It is common talk here among tobacconists that the American Tobacco Company has yet a trump card to play, and that all possible prestige will be brought to bear upon it. It is stated that by reason of options held by them upon a number of cigar factories in Cuba they will favor a reduction from present rates. At any rate their actions will be watched with the deepest interest.

DELEGATES TO SEE THE PRESIDENT

A reception of the delegates now here by President Roosevelt, has been arranged by Congressman Henry, of Connecticut, and it will take place to-morrow at 10 o'clock. It is also possible that Secretary Root, of the war department and possibly other cabinet members may be visited.

E. A. Schroeder's Views on Cuban Reciprocity.

Mr. Schroeder, of the leaf house of Schroeder & Arguimbau, expresses his views in the following letter addressed to President Cullman of the Leaf Tobacco Board of Trade of New York:

Mr. Joseph Cullman Prest.
Leaf Tobacco Board of Trade, N.Y.

DEAR SIR:—I am strongly opposed to a reduction of the duties on Cuban tobacco and cigars.

The price which the Cuban farmer receives for filler tobacco is from 12 to 15 cents a pound. The price which the farmer of our own country receives for filler tobacco is from 6 to 8 cents a pounds.

The thrifty American farmer prospers; that is, he makes a profit on his tobacco at this price. Why should the Cuban suffer from want when he gets at least fifty per cent. more for his product? The price of land in the tobacco districts of the United States is higher. The price of labor is less in Cuba than here. The climatic conditions there are more favorable to the cultivation of tobacco. The soil is more fertile.

If the Cuban tobacco farmer is not prosperous to-day, it is because he is improvident and ignorant; because his methods of cultivation and fertilization are primitive. His soil is still cultivated with the antiquated wooden plow-share used for generations by his forefathers in Spain. Even when tobacco sold at the highest prices, the Cuban tobacco farmer accumulated nothing. Pay him more for his product, and he will accumulate nothing.

To reduce the duty fifty per cent. is to put a premium on his improvidence and ignorance. A reduction in the duty would result in an increased consumption of Cuban tobacco, and an increased importation of Cuban cigars. This must necessarily be at the expense of the American farmer and of the American manufacturer, for there must in that case be a decreased consumption of our product in this country.

Ten years ago there was practically no tobacco grown in Florida. Now employment is given to about 5,000 people within a radius of 20 miles of Quincy, Fla., alone. Reduce the duty fifty per cent. on tobacco and cigars and 2,500 of these people will be without employment.

For years past the farmers of Ohio, New York, Connecticut and Pennsylvania, have grown tobacco. Barns have been specially built for the purpose of curing tobacco, and other improvements have been made that are peculiarly adopted to this particular product. Reduce the duty on Cuban tobacco, and what will the value be of these farms and of those improvements?

American thrift, modern methods of agriculture and the protection afforded by the Republican party, have enabled the American tobacco farmer to prosper; without these advantages he cannot succeed, for without them he cannot compete with the condition prevailing in the Isiand of Cuba, conditions that are peculiarly adapted to the culture. Of the 750,000 to 1,000,000 people who are dependent on the varions branches of cigar leaf industry in this country many will suffer through a reduction of fifty per cent. on the Cuban product?

If, for reasons of sentiment, our government wants to do the Cubans a substantial good, let it instead of reducing the duty, establish an agricultural college in Cuba. Let such gentlemen as Professor Whitney, King and Meade, of the Department of Agriculture, and Prof. Jenkins, now in charge of the Connecticut Experiment Station, teach the Cubans more modern methods of agriculture, as other Americans have taught the residents of Havana how that city shall be kept clean and how its streets shall be paved. The only benefit that will be derived by any residents of Cuba from a reduction of the duty, will go to those two cigar manufacturing corporations that now ship ninety per cent. of the Cuban cigars that are imported into this coutry. One of these corporations is an English stock company, at the head of which is that eloquent advocate of the Cuban farmer, Senor Gustavo Bock, and the other an American corporation.

Far better than a reduction of the duty would be that Cuba should become a part of the United States, so that under the direction of our own government, our farmers might go there with some feeling of confidence and security, take advantage of the natural resources of that wonderfully fertile island, and through northern enterprise and thrift produce such results as must inevitably be attained if ordinary intelligence and diligence are exercised.

Yours truly,
[Signed] E. A. SCHROEDER.

Brief Submitted by John R. Young, President National Cigar Leaf Tobacco Association.

The question as to the advisability of the United States granting tariff concessions to Cuba on her products imported into this country has been under discussion ever since the war with Spain ended and there has undoubtedly been aroused a public sentiment in favor of such concession, but the only basis for this is that the American people are always ready to assist in the amelioration of conditions which appear to exist among the people of any other country, not blessed as we are with a Republican form of Government and the advantage derived by their citizens therefrom; but the people of the United States are always as just to themselves as they are to the citizens of any other country, and when the facts are fully presented by those most directly affected by the proposed legislation, the case can be fully made up and a verdict rendered, which I believe will be entirely different from that which now is only the result of editorial opinion, although it may appear to be public opinion.

In opening this discussion I would say for myself personally, and also for the entire membership of the organization which I represent, that we have been in thorough accord with the policy of the government which has as its result the releasing of the Cuban people from the yoke of Spanish oppression, and whatever I may say must be understood not to imply that either the speaker or the organization which he represents have any regrets for what our country has done or may do for the benefit of the Cuban people, providing that the expense thus incurred shall be clearly borne by all the citizens of the United States, and not alone by one or two industries.

Up to the present time our entire people have shared in the expense incurred, but by the proposed legislation this is to be changed, and two industries, sugar and tobacco, are called upon to bear the full expense. This is not the statement made by those who favor the proposed legislation, but that it is practically true, I shall endeavor to demonstrate by actual facts, and right here let me say that I do not speak as a paid attorney, or even as a salaried official of a trade organization, but simply as an ordinary merchant and an American citizen; therefore, I only ask for the consideration that is my just right under the constitution.

The Organization which I represent, is The National Cigar Leaf Tobacco Association; its membership comprises all of the importers, packers and dealers in cigar leaf tobacco in the United States. Some conception of the annual business handled by those I represent, can readily be seen when you consider that they furnish the leaf tobacco consumed by the manufacturers of cigars, who, during the last calendar year manufactured and placed upon the market for consumption 6,000,000,000 of cigars, which required 120,000,000 of pounds of raw material. I simply use these figures to show the magnitude of this industry, but this can be more clearly shown by the fact that the Government has received in revenue through the Internal Revenue and the Custom Departments over $30,000,000, and I submit that an industry which pays the Government this amount annually, is deserving of some consideration, and especially so at this time when its very existence is threatened by proposed legislation as unjust as any that has ever been brought before you.

The Cuban Committee in their printed argument in favor of the legislation for which they ask, opens with two propositions, and I shall first briefly reply to these.

The first proposition is "The United States is under moral obligation to aid Cuba in the re-establishment of prosperity in the Islands so far as aid can be given without injury to American industries." With this proposition I thoroughly agree, for we undoubteilly are under "moral obligation" to aid Cuba, but in doing so, we must first consider the duties which we owe to the citizens of our own country and its industries and I am here to-day to ask that your first consideration be, will the proposed legislation injure the tobacco industry? I contend that it will and if I can satisfy you that such is the fact then on the Cubans' own proposition there should be no change made in the rate of duty now existing on tobacco or its manufactures imported from Cuba. The Cuban Committee's second proposition is, "That commerce and industry of Cuba are in imminent danger of disaster if aid is not given immediately." In reply to this I would ask, is this the statement of a fact? If it is, then the statements made here by the Cuban Committee must be untrue, for they say that the tobacco industry in Cuba is in a prosperous condition, and according to the statistics issued by the Treasury Department the business of Cuba must be equally so for, by the figures obtained from this source, it is shown that Cuba's imports of merchandise for the last fiscal year was 65,050,141 and that the exports were 63,115,821. Surely the progress of Cuba thus shown is evidence of the fact that the commerce and industry of Cuba is not in imminent danger of disaster.

Is it not a fact that additional capital is constantly being invested in sugar and tobacco lands, and that labor is fully employed? From what this Committtee has already heard from those most interested in the proposed concessions, it seems to me that your answer must be in the affirmative. Further, the attorney who wrote the Cuban argument, says: "The important question is whether the proposed plan would benefit or injure American interests; in determining this question no single American industry is entitled to consideration." Again do I agree with their attorney, but I also submit the question as to whether Cuba is solely entitled to consideration as against any one or two American industries, even on the so-called moral grounds. If the Cubans have this privilege, then they have more rights than have the representatives of any American industry, and if the legislation, which they ask for, be enacted, which I claim is solely in the interest of certain Cuban citizens, it would be detrimental, not only to the industry which I represent but to every American citizen, for it places the interests of the alien first.

Again referring to the attorney's brief presented by the Cuban Committee, I reach that portion which relates to the tobacco industry, and I am surprised that he so briefly treats our industry, and it is in answer to this portion of the argument that I desire to be specially heard. The first proposition is, that "There is no longer much pretense that the free introduction of Cuban tobacco will injure the American industry." How any intelligent man can make such a statement as this is beyond my comprehension. Let me briefly endeavor to show who will be injured by the free introduction of Cuban tobacco and its manufactures. Cigar leaf tobacco is grown principally in the States of Ohio, Wisconsin, Pennsylvania, New York, Connecticut, Vermont, Massachusetts, New Hampshire, Florida, Georgia, Texas, and to a small extent in California. The acreage of the principal States growing tobacco are as follows:—

Ohio	35 000	acres
Wisconsin	25,000	"
Pennsylvania	22,050	"
New York	7,295	"
Connecticut	11,629	"
Massachusetts	4,486	"
New Hampshire	125	"
Vermont	287	"
and in the Southern States of Florida, Georgia and Texas	2,600	"

From this tremendous acreage and its consequent production, one can easily estimate the many thousands of honest American agriculturists whose means of livelihood would be injured by the introduction of free tobacco from Cuba, and while calling your attention to the tobacco grower, I would here say, that the statement made by the Cuban attorney in his brief that the American tobacco growers do not seriously oppose the Cuban competition, is absolutely untrue, for, with the exception of a very

THE COMIC HISTORY
—OF—
TOBACCO
By Divers Hands
IS NOW RUNNING IN THE TOBACCO WORLD.

If you have not already sent in your subscription, do so at once, and make sure of
A Year of Jollity.

Subscription Price, $2.00 per year. *Single Copies, 6 cents.*

The publishers of THE TOBACCO WORLD cannot undertake to supply back numbers. Send your order in advance.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

few of the growers in Connecticut, of which I will have something to say hereafter, the feeling of opposition and protest to any change whatever in the tobacco tariffs is positively unanimous. This is evidenced by the fact that in all of the tobacco growing sections meetings have been held and resolutions adopted, protesting against the proposed legislation. This statement Idesire to most emphatically make, and I challenge the production of anyone, outside the president of the New England Tobacco Growers' Association, who have favored any change at this time in the duties, it being the unanimous sentiment that no change whatever should be made in the existing American tariff on tobacco, knowing as they do, that the introduction of tobacco, either free or at a reduced duty, would mean serious curtailment of their income. The tobacco grower fully recognizes his dependence for his own and his family's support upon the prosperity of the cigar manufacturing industry of the United States, for that is really the foundation upon which is builded our entire industry. In addition to the Cubans' demand for a reduction on the raw material, they also ask for a reduction of the duties on the manufactured article, and they claim that because the production of cigars in Cuba does not exceed 250,000,000 per annum the admission of these goods into the United States at half the present duty, would have no serious effect on the business of the American manufacturer. Again I say that were it not that the question is of too serious a nature, it would be ludicrous in the extreme, but the fact is that with the rate of duty on the manufactured goods reduced one-half, not only would the 250,000,000 which Cuba produces be thrown on our market, but very soon we would be asked and expected to take two or three times this quantity. Even for the sake of argument, admitting that there would be no increase in the manufacture of cigars in Cuba and that we would take only 250,000,000 per annum, what would it mean? Plainly and emphatically the wiping out of the American made ten cent cigar, bringing in turn a relative reduction in the business of the American manufacturer and in the quantity of the finer quality of American tobaccos used in the manufacture of these goods, and it is right here that in spite of the elaborate argument of President Frye of the New England Tobacco Growers' Association, I assert that the Connecticut growers would be the most effected, for a very large proportion of the New England tobacco is used in the manufacture of ten cent cigars for binder purposes. It has been stated that even with a reduction of duty on imported cigars, we could not bring here any goods which would seriously compete with the American manufacturer. This is absolutely untrue, for it is a well known fact that with a duty of $2.25 per pound, and 12½ per cent. *ad valorem*, the rate which the Cubans are asking for, or even with a reduction of 25 per cent. on the duties, the Cuban manufacturer could lay down a cigar here, duty paid, for less than the American manufacturer receives for his high grade goods and with the added advantage that the Cubans have of having their goods advertised to the world by a peculiar stamp as imported goods, would secure the entire American market for all goods above five cent cigars. If Congress desires to reduce the American cigar manufacturer to the level of the European cigar manufacturer, then the method is at hand to secure such a result.

The statement made through the Press by the Cubans as regards the condition of the tobacco and cigar industry on the Island is absolutely untrue, and those who make them, know that they are only used for the purpose of securing sympathy and to arouse a public sentiment in favor of a reduction of duties so as to enable a few Cuban growers to secure a higher price for their products and to more easily enable the Havana cigar manufacturer to control the American market for high grade cigars. That my statement is true, every man in our business knows, but to convince the people of its truth and to show the falsity of the Cubans' position, it is necessary to show what the actual conditions are now as compared with the conditions previous to the Spanish war.

For several years before the war the production of leaf tobacco on the Island had grown to such an extent that prices paid by the American importer were every year becoming lower, and the quality imported becoming greater, until in 1896 the maximum of quantity was reached, but with the minimum of price, viz.: Imports of leaf tobacco, 1896, 26,771,317 pounds, value $10.613,468 or 39⅝ cents per pound. In 1901 the imports of leaf tobacco were 18,851,727 pounds, value $9,837,320 or 52⅛ cents per pound, thus showing that during the last fiscal year the Cuban grower received 12½ cents more per pound for his crop than he did before the war, and with also this advantage for the future, that while previous to the war there had been for years a surplus of tobacco always on the Island, this year all of the best grades of the 1900 crop has been entirely disposed of, and the only good tobacco now available is the last or 1901 crop, so that the statement that the Cubans have no market for their leaf tobacco, I repeat is absolutely untrue. It is not a larger market for their tobacco that they want, but a higher price for what they have to sell, and to enable them to do this we are asked to reduce the duty.

So much for the raw material, now what about cigars. The fact is that we took in 1901 more cigars for which we paid them more money than in any year since 1893, and with this knowledge comes the inducement to endeavor to secure a still larger share of the American market, which they surely will do if there is any reduction in the duties on cigars, and it is this fact that has aroused the cigar manufacturers and their employes all over the country in opposition. There are over 27,000 separate cigar factories in the United States, employing hundreds of thousands of operatives, and these are the first who will be affected, for with the increased production of the finer grades of cigars in this country, there has also come an increase in the wages of the employes, and I can safely say that the cigar makers are earning more per capita now than they have for fifteen years, and it will continue to increase unless the Cubans be granted the concession in duties on cigars which they ask for, or in fact any concession, for even a reduction of 20 per cent. or 25 per cent. will cause serious results to the manufacturer of the high grades of cigars, and to his employes.

Under the protection of the American tariff, and aided as he now is by the Department of Agriculture, the tobacco grower has been enabled to bring to his aid scientific methods with the result that his product is fast coming to a point of excellence that will make it a strong competitor with the Sumatra and Havana tobacco; in fact, the results obtained by reason of the methods inaugurated in Connecticut by the present Secretary of Agriculture are far beyond the conception of even the most sanguine of its advocates, and with the further development of the same methods in Pennsylvania and Ohio the results in these States will be all that is anticipated for them,

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

and with a continuance of the present rate of duty, there will come added prosperity to the American tobacco grower, dealer and manufacturer, and I earnestly hope that your Honorable Committee will decide to refuse any tariff concession whatever, recognizing that to do so will be against the interest of thousands of your fellow citizens.

It may seem to the public at large that this question is a new one, but I am satisfied that there are gentlemen present, members of the Ways and Means Committee, who will very well remember the efforts which have previously been made to secure a reduction in the duties on Cuban tobacco and its manufactures. By this I refer to the treaty negotiated between the United States and Spain, by United States Minister, John W. Foster, and which was concluded November 18, 1884, and sent to the Senate by President Arthur, December 10, of that same year. It provided for reciprocity between the United States and the Islands of Cuba and Porto Rico on the basis of elaborate schedules, which formed part of the treaty. In this schedule the rate of duty on tobacco and cigars imported from the Islands was exactly one-half of the then existing rates, which briefly were as follows:—

Wrapper leaf.....75c. per pound.
Filler leaf.....35c. " "
Cigars.....$2.50 " "
And 25 per cent. ad valorem.

The arguments made in favor of this treaty were almost the same as they are to-day, viz.: That if we would concede this reduction in the duties on tobacco and its manufactures, the manufacturers of other American goods would find a larger market for their goods in Cuba and Porto Rico by reason of the lower rates of duty which would be given on the American goods. From the date of the receipt of this treaty by the Senate a flood of petitions poured into Washington against the treaty, a number coming from the tobacco trade in all parts of the country. So far as I can learn the treaty was not even debated by the Senate in Executive Session, and we all know it never was concluded, and I certainly hope that this same fate will await this later attempt of the Cuban tobacco grower and manufacturer to secure an entrance into the American market.

Our cause is now with you and if we can judge of the future by the past our interests are in safe hands, for it does not seem possible that this Committee will give the weight of their influence in favor of a measure which they certainly must know will hinder the progress of one of this country's greatest industries.

THE TRADE IN READING.

READING, PA., Jan. 18, 1902.

The American Cigar Company is having all kinds of trouble in this city ever since its advertising agents have been here posting the town. Labor is so thoroughly organized in all branches here that it is almost impossible to make any headway. A business man of Reading allowed the company to placed their "ad" on the side of his building provided they would paint the entire structure. The "ad" praising their line of goods is in bold, big letters on the side of the house and ever since it is asserted there has been a decrease in his business. The chances are he will have the building repainted. The company had a lease on the Felix building, on Cedar street near Walnut, but threw up the contract and will not open a branch in this city. The advertising men are still here and are now posting the northeastern section of the city.

The Lyons Cigar Company resumed operations after an idleness of several weeks and have a large number of orders on file. The firm made over two million cigars in 1902.

Charles Maerz, manufacturer of the "4th Century," purchased the two handsome cottage dwellings at 417-19 Gordon street, of J. P. Christ, as an investment. They were recently completed, and contain all of the latest improvements.

Charles Amrhein, manufacturer of the "Defender," a leading nickel cigar, expects to move into larger quarters on or about April 1st.

Harvey J. Hetrick is meeting with great success on his new brand "Black Prince," and is shipping considerable goods through New York State. His factory is running on full time.

The Fleck Cigar Co. is about to place a new nickel brand on the market called the "Reading Elk." It will be made up in several different shapes. The label used on the lid of the box is without a doubt one of the finest ever gotten out here, and is a fine piece of workmanship. It is a fac-simile of the large bronze Elk statue recently erected in City Park, surrounded with a tri colored border. Daniel Fleck, who has charge of the advertising methods employed by the firm, is working on quite a number of novelties in the line of advertising which will be distributed in large numbers during the spring. The firm recently received a large order for their "Smoke House" and "Eastern Buffalo" cigars from a Baltimore firm, which must be shipped at once.

K. Brintzenhoff, of the Penn Cigar Co., is confined to his home with a large carbuncle under his right arm. He has been ill for over two weeks, but is now convalescing. The firm are preparing to move into larger quarters in six or eight weeks. The location of their new factory has not been given out as yet. Their increased business necessitates this change.

Select Councilman John R. Mast, of the firm of Mast & Co., is well pleased with the business of the firm in 1901 and looks for better results in 1902. They enjoyed a large run on their "Yellow Hornet," and other popular brands.

Lewis M. Farling, 419 Penn street, has repainted and repapered his business place with white paper and paint, giving it quite an attractive appearance. Mr. Farling enjoys a large run on his "Athletic," and "419" brands.

Frank J. Hunt, formerly manufacturer of the "Wyomissing" cigar, who is now identified with a large firm in New York, was in Reading for a few days looking up the trade.

POMPEY.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

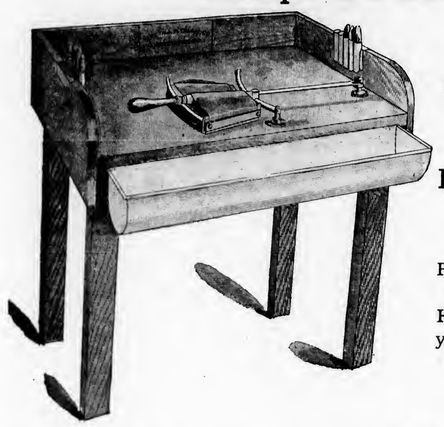
F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

We employ no traveling salesmen, but deal directly with the wholesale trade.
A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

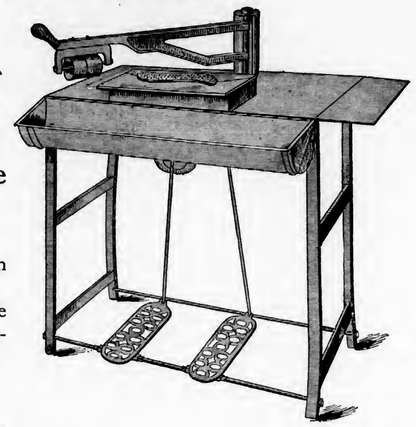
UNANIMOUSLY PROCLAIMED SUPERIOR.
The American La Melville Trade-Mark
E. Regensburg & Sons,
Havana Cigars
118-120 Hudson St., NEW YORK.
Havana Scraps and Cuttings for Sale.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars. Free Instruction to Purchasers. Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J. W. BRENNEMAN,
Packer Dealer Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

OUR NEW YORK LETTER.

(Concluded from p. 12)

Thomas A. Dean, of the Cuban-American Manufacturing Company, left on January 19 to make the rounds of his trade.

***

Charles H. Traiser, of H. Traiser & Co., Boston's big cigar manufacturing firm, who was delegated to represent the trade of Boston before the Ways and Means Committee, arrived in New York on Monday on his way to Washington, but was recalled to Boston by a telegram announcing a case of sickness in his family.

***

Kerbs, Wertheim & Schiffer's total output of cigars in 1901 is now known to have been 120,000,000.

***

Several hundred all tobacco cigarette makers at the factory of E. Seidenberg, Stiefel & Co., went on strike for an increase in wages last week.

***

Wm. Newberg, of Jos. Hirsch & Son, will visit his old trade in Pennsylvania this week.

***

S Elkeles, of B. Newmark & Co., is on jury duty this week.

***

A. L. Kaufmann, of A. L. & A. G Kaufmann, returned on January 17 from a visit to his firm's factory at Newburg.

***

John Frese, representing Fred Frese, left to day for a visit to his trade. His first stop will be Buffalo whence he will go to Ohio. J. Fred Frese, of the same well known leaf house, starts on January 25 for Detroit and then for a round up of his trade in the West.

***

Sol. Hamburger, of Hamburger Bros. & Co., leaves this week for Cuba.

***

Morris S. Wise, Secretary of the Cigar Manufacturers' National Association left on Monday to be present at the hearing in Washington on Tuesday before the Ways and Means Committee.

***

The New York Supreme Court has decided in the case of Martin Lehman against Lewis Mayer, involving a judgment for $4,150, the value of 37 cases of Connecticut tobacco, that the body execution against Mayer, who is now in Ludlow Street Jail, holds good.

PHILAD'A LEAF MARKET.

Business among the local leaf dealers and packers has improved somewhat. A fairly good demand for all kinds of seed leaf has been experienced and the available stock of old goods is being reduced. The demand has been particularly good for Pennsylvania broad leaf, of which several good sales have been made by Philadelphia houses.

The Havana market is also looking brighter. Manufacturers seem to be more willing to look over goods and some important purchases are already pending.

The Sumatra market, while not especially active, is going along smoothly. Prices on goods all around have remained firm.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Cinco. No. 13,536.
For cut plug and all kinds of smoking tobacco. Registered December 28, 1901, at 9 a. m., by the Hope Tobacco Co., Philadelphia.

According to Your Taste. 13,547
For cigars. Registered January 13, 1902, at 9 a m, by Prince Bros., Philadelphia, Pa.

Gadeamus. 13,548.
For cigars. Registered January 13, 1902, at 9 a m, by Prince Bros., Philadelphia, Pa.

Omena. 13,549.
For cigars and cigarettes. Registered January 13, 1902, at 9 a m, by Leberstein Bros., Philadelphia, Pa.

Temple. 13,550.
For cigarettes. Registered January 15, 1902, at 9 a m, by J. Friedberg, Philadelphia, Pa.

Old Philadelphia Cabin. 13,551.
For cigars. Registered January 15, 1902, at 9 a m, by A. Kretzschmar & Co., Philadelphia, Pa.

City Elk. 13,552.
For cigars. Registered January 15, 1902, at 9 a m, by The Fleck Cigar Co., Ltd., Reading, Pa.

Brown Jewel. 13,553.
For cigars, cheroots and stogies. Registered January 16, 1902, at 9 a m, by B. L Speck, Pittsburg, Pa.

La Flor de Basco. No. 13,554.
For cigars. Registered January 18, 1902, at 9 a. m., by the El Basco Cigar Co., of Philadelphia, Pa.

TRANSFER.

"Old Philadelphia Cabin" registered for cigars, January 15, 1902, by A. Kretzschmar & Co., was transferred to Charles Danitz, of Philadelphia, January 20, 1902.

REJECTIONS.

"Golden Thought," "Old Cabin," "Log Cabin," "Pennsy," "Pomona," "Vesta," "Apis," "Adonis," "Atlas," "Pandora."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

El Paso Times, Albuquerque Daily Citizen, Las Vegas Optic, Thinking, Audit, Thus, The Eminent Commander, Hieroglyph, Premeanta, Moon Lady, El Fasto, Allotria, Thomas U. Walter, Peter Newell, Ben Dictine, First National Bank of Chicago, R. & B. Twist, Brookside Special. Senilo, Bee Hive's Favorite, Prince de Croy. La Nueva Planta, Pronuncio, Mishe-mo-kwa, Ping Pong, Purity Tips, People's Selection 5c Cigar, Van Allen's Five, Kink Heads, La Nicolati, White Duck, (Anna Eva Fay, the Ohio Girl), The Cincinnati Post, Taby Tosa, Pat Garrett, Duke of Montruse, Viscount Dundee, Marquis of Montrose, Jennilette, Richmond Kids, Virginia Main, Cabrados, Londres 3131, Lord Milner, La Regentor, Sanrio, Mam'zelle, El Laurelo, Wedgeware, We R Buffaloes, Jennie June, Design For Trademark, Arrowhead, La Poncela, Ponce de Dios, Perla Rubia, Nathaniel Hawthorne, Alexander Everett, John Manly, Mussolino, Custer Scout, Lugano, Lord Hawke, Fieldiana, Noxid, Esta me Place, Letitia Tyler, Hudson Leader, Amsterdam Leader, The Humbler, Thoughts, Belle of Toledo, Postkeller, La Flor de Mally, Great Western Five, Flor de Elias, Studiant, I. Goldman, Dress Suit, Porto Rico Elks, The Raven, Juan de Fuca.

TOBACCO REPORTS.

CONNECTICUT VALLEY.

There are a few sales of leaf in the bundle, occurring only in scattered lots. They are generally of small and often of badly damaged crops. Very few of the experienced growers have even thought of accepting the offers made. The great bulk of our growers will assort their own leaf, or when they lack the needful facilities for doing the work they are putting it into the hands of local packers, and many of these are employing suitable help to do the work, and in some instances, where the grower has twelve to fifteen acres, the leaf is now being force aweated In one little town there are five or six large growers engaged in assorting their own and others crops. We always expect that numbers of small growers are going to sell at extremely low prices. But these sales in no way established the market price. Some foreigner buys a small place, and sets from a half acre to an acre, and is in no condition to know what the outlook is for the year's crop. Takes no agricultural paper, and, perhaps, couldn't read it if he did, and he easily falls a prey to the wily dealer. We have an instance of this, where one man accepts eight cents, while a neighboring grower a half mile away sells twelve acres at almost double that price, with soils nearly alike.

Our correspondents write:

Conway: "Several small growers sold to Gheen of Philadelphia at from 7 to 10c in bundle, to be assorted by Mr. Morton of Whately. It looks as though buyers were taking advantage of small growers who did not assort it. The larger growers prefer to assort than to sell for that price."

North Hatfield: "Our own crop,

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS
Common Cigars furnished, if desired.

THE UP-TO-DATE SYSTEM

We have long since passed the days of the stage coach and the tallow candle. Nobody wants to go back to them.

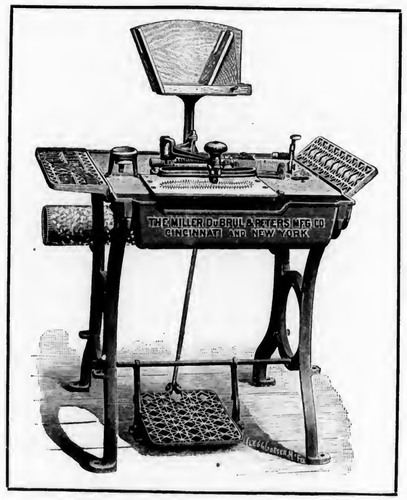
We have also passed the days of slow, inefficient methods in the cigar business as in everything else.

It is of the utmost importance to be up-to-date.

If the other fellows would stay back with you, you might be content to lag along in the same old rut.

The trouble is, though, that they won't do it.

The enterprising competitor insists upon installing the latest and best tools and equipment, which give him the biggest kind of an advantage. The only way you can save your business is to adopt these methods yourself.



The very latest thing in the cigar making business is the DuBrul Dieless Suction Table.

This is by far the best cigar rolling system ever placed before the trade and it is surely going to supplant all others.

The picture of the DuBrul Dieless Suction Table is shown in this advertisement.

Its superiority is due to the fact that it has no dies or rollers.

The cutting is done with a circular knife, which swings up out of the way of the operator when the wrapper is cut, leaving everything free to roll cigars, without being hampered by dies, fixed or movable, with all their complications, irritations and aggravations.

This table enables the operator to do more work and better work in less time and with less wrappers than any other table ever made.

There is absolutely no doubt about this; we have proved it by test.

We urge every enterprising cigar manufacturer to write to us to-day for full particulars, prices, etc.

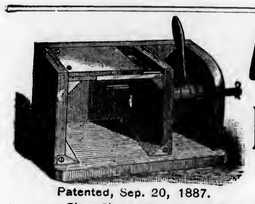
We will also give you particulars of our Die Table, if you wish. It is the best of the kind. We have both styles to show at our offices.

Ask for booklet W. S. when writing to us.

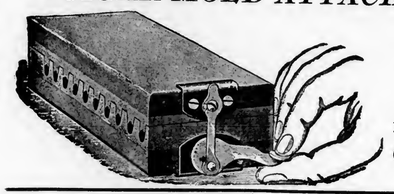
THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.



Patented, Sep. 20, 1887.



A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*

Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

so far as assorted, runs fair. More binders than usual. I think the wrappers will be fully fifty per cent. We have not touched our leaf grown on our best land on the plain.

The warehouse at station is willing to take what they bargained for early, if they can make new deals, and will pack if they can buy at about 12c."

Northampton: "We do not hear of any sales of tobacco. Every one must assort their own crops, or have it done for them. There is some pole sweat, and the grower had much better clean it out and shut off all of that talk."

North Hatfield: "It isn't a year of fat things. C. H. Crafts was cut down from 17c to less than 12c; E. B. Crafts from 17 to 10c. Others don't tell how much they were docked. Then other crops bargained for from 16 to 18c they make no offer for. Mr. Bradford docked to 8c. Gheen of Philadelphia has bought some 25 tons or more, and took it in Saturday; prices not given. Warehouse at North Hatfield opened the 13." [It is passing strange that the growers will not assort their own crops, rather than isubmit to such outrageous docking. The outlook for high prices was never better.—Ed.]

North Hadley: "I have a few sales of tobacco to report, one of Cyrus Hibbard at 13 cents in the bundle, a part of which was taken down by steam, which contractors do not take; one of J. R. Hibbard at 14 cents, a part of which was turf that that they do not take, sold to Hass. The last crop the packer says is a first-class crop. I have no comments to make. Austin Fields sold to Fuller Brothers private terms, D. Hickey sold to Loomis, private terms."—American Cultivator.

—

BALDWINSVILLE, N. Y.

But little riding has been done during the past week by the local buyers. With the exception of the purchases of J T. Skinner there has been no buying reported. Louis Erdt, of New York, is in town but has not been buying. G. Falk, the senior member of the firm of G. Falk & Bro., of New York, arrived in town Wednesday morning. Mr. Falk is a veteran in the tobacco trade and is a very pleasant and genial gentleman. His firm has made a number of purchases here recently through J. T. Skinner, and Mr. Falk stated to a representative of "The Gazette" this morning that he had seen some very fine tobacco among the 1901 crops which he had examined.

The activity continues at the warehouses where assorting is being done. At the American Tobacco Co.'s warehouse a large amount of tobacco is handled daily, and the warehouse of J. W. Upson is also a very busy place, about sixty persons being employed there at present. The assorting is still going on at the warehouse of Lewis Sylvester & Son and will be continued all winter.

South Hannibal.—James Matson and Charles Burghdurf have sold their tobacco crops to a Meridian buyer for 11 cents.

Liverpool—Albert Green, raised on two and one half acres of land 4,800 pounds of tobacco, which he has sold at 11 cents a pound.—Gazette.

—

MIAMISBURG, OHIO.

The remnants of the 1900 crop Zimmer are still looked after by buyers as closely as ever, though on account of the scarcity of this variety buyers are beginning to direct their attention toward seed-leaf. Prices are still unchanged.

Many new faces are reported among the buyers who are in the field to contract the new crop of Zimmer at 10c through. As a large per cent. of this crop is still unstripped, it is but prudent for farmers to demand a substantial cash advance per acre from the buyer, in order to safeguard himself against a claim that "the crop has not been properly assorted," etc., as is frequently the case. No honest packer will object to making a liberal advance when buying this early. As good a plan as any is to finish stripping before selling, and have the buyer to subject the crop to a thorough inspection in the shed before signing a contract

Buyers are also in the field to contract with farmers for trashy leaves which are dropped in stripping at one cent a pound.—News.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463.

5,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

JACKSON & LEBER — No. 1597

Successors to W. C. JACKSON, Manufacturers of

Our Special Brands:
La Especial—5c.
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

"PERFECTO"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

EDGERTON, WIS.

Tobacco buyers have been doing some riding during the week, though no great amount of headway has been accomplished in the way of sales. The result of a continual importuning of growers to accept lower prices is evident from the figures presented in the sales that have come to notice.

Old leaf is moving in a moderate way for which there continues an excellent demand. Barnard & Wilder purchased 500cs from Stoughton dealers of late for the account of Rossin & Co. S. B. Heddles picked up 200cs of low grade goods of local packers and F. S. Baines sold 110cs to export, comprises the transactions that have come to notice.

Deliveries of the new crop are being made at a few of the packing points where warehouse handling has commenced. Many of the growers now have their stripping about completed and in some instances are preparing to sort and pack their crops.

Shipments, 2,117cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

First offerings of season this week on the breaks, only 21 hhds. of Common Leaf, largely in soft orders. Hence prices were not up to expectations, and as intimated last week the Stemmers will have a fine opportunity to secure Stemming Leaf at lower prices than loose purchases. The old stocks are smal and but little doing. The weather has been dry and harsh, preventing movement of loose tobacco. T. D. Luckett was on the breaks, bidding on the soft order tobaccos. He knows a good thing when he sees it. The prices were: Lugs, 4½ to 5c; Leaf, 5½ to 7c; Old Lugs, 4¾ to 6c; Leaf, 5½ to 7½c.

But few orders being in hands of brokers, I think early sales will be lowest.

Receipts for the week,		70 hhds.
" "	year,	165 "
Sales "	week,	10 "
" "	year,	38 "
Offerings,		21 "
Rejections,		11 "

CLARKSVILLE, TENN.
M. H. Clark & Bro.

The new crop is coming more freely and receipts for the week were 456 hhds. Offerings on the breaks were 18 hhds; public and private sales 32 hhds. Old Tobacco was a little easier in price for the kinds offering. For the new crop the market has hardly yet fully opened, the breaks show mostly the coarser kinds at present. With unfavorable weather for examining the crops in the barns, the loose tobacco market is more quiet.

For Old Tobacco, we quote,

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer
IN ALL GRADES OF
LEAF TOBACCO
All goods handled at my own warehouses.

News from Trade Centres

BOSTON.

A new jobbing firm has opened for business in Boston under the name of Justus & Gould. The principals are Geo. W. Justus, who has been in the business for some years, and John W. Gould, formerly New England representative of Strater Bros. Tobacco Co., of Louisville, Ky.

Chas. B. Perkins, head of the cigar importing and jobbing firm of Chas. B. Perkins & Son, died recently. Deceased is survived by a widow and three children, one being a partner in the business—Chas. B. Perkins, Jr. Although 60 years of age, up to the last day of his life Mr. Perkins seemed in full vigor and health. He had a large circle of friends who mourn his loss.

Charles B. Perkins, Jr , will continue the business established by his late father. No change whatever will be made in the conduct of the business.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., of Philadelphia, has been visiting Hub trade lately.

BINGHAMTON, N. Y.

S. N. Frechie, a son of M. S. Frechie a veteran manufacturer of Philadelphia, and who came to Binghamton about two years ago to take a position as superintendent at Hull, Grummond & Co's factory, has now accepted a similar position with Barnes, Smith & Co.

BALTIMORE.

The annual meeting of the Baltimore Tobacco Board of Trade was held last week. Officers were elected for the ensuing year as follows: President, Wm. A. Boyd; Vice-President, Ed. Wischmeyer; Treasurer, E. Schmeiser; Secretary, Henry Kraus, Directors, C. C. Isaac, L. M. Neudecker, C. Lamping, I. L. Kemper and G. W. Lentz

B. Weber has opened a cigar factory on South Gay street. He is now manufacturing and putting on the market a small clear Havana cigar at $35. There seems to be a demand for all he can make of them.

CHICAGO.

H. J. Glaspell, of Glaspell & Woods, was in New York when their factory was destroyed by fire. Plans for the future have not yet been fully decided upon.

George E. Gardner has purchased the cigar business of E. A. Gardner, 30 N. Neil street, Champaign, Ill.

Recent visits by Jac. Wertheim and Chas. Hirschhorn, of the United Cigar Manufacturers Co., has given rise to the statement that several important transactions were on foot.

Ed. Dalton has purchased the retail cigar business of Joseph & Burton, at 113 Dearborn street.

A new deal is on with the "Pete Dailey" cigar distributed here by Gerson J. Brown & Co. Until further notice, 100 cigars will be given free with 1,000, the discount being five and two off of $35 and an extra two, if paid in ten days. Mr. Gerson J. Brown recently returned from the factory headquarters at Philadelphia.

I. Latzar, the leaf dealer, denies any attempt at cornering the Zimmer Spanish, but claims to be the holder of 80 per cent. of the 1900 fancy, table assorted and resweated tobacco. The remainder—consisting of about 1,400 cases—is held by holders scattered all over the country. His holdings amount to 5,600 out of a total packing of about 7,000 cases.

There has been a change in the firm of Siegel, Cooper & Co., department store people, Henry Siegel, Israel Kleim and Frank E Voegel, having purchased the interest of Frank H. Cooper and involved about $7,500 000 The cigar department of the establishment is to be extended to larger proportions.

DETROIT.

At the annual meeting of the Directors of the Banner Cigar Co of Detroit, the old officers, who were: M. B. Mills, President; W. T. Barbour Vice President; Joseph Fee, Superintendent, were all re elected. The business done during 1901 was quite satisfactory.

M. Milligan, a city salesman with John T. Woodhouse & Co., has taken a similar situation this year with C J. Holton & Co.

The cigar manufacturing firm of C. P. Collins has been reorganized, C. P. Collins having retired from the business. C. P. Collins, Jr., and Geo. A. Kruger will continue the business.

KEY WEST.

Vice-President P. F. Pipitone, of the Sar-Alvarez Cigar Co., is expected this week at the factory.

A new factory will soon be opened by Manuel Cruz, who recently came here from Cuba.

Several additional factories have been opened for business since Jan-

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. Red Lion, Pa.

J. M. McGUIGAN
5 (C) BRANDS
Light Horse Harry
La Colonia
Casandra
Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN **CIGAR BOX LUMBER,**

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT

Heat Motor Co.

Manufacturers of the

New Automatic Advertising Devices

340--342 N. Concord St.

LANCASTER, PA.

uary 8th, since stock-taking has been completed.

F. H. Gato is expecting to join his father, E. H. Gato, Sr., in New York this week. During their absence the factory will be in charge of E. H. Gato, Jr.

MINNEAPOLIS.

No settlement has yet been made in the Shaughnessy & Fonda affair, notwithstanding much grumbling. Although the proposition of 50 per cent. still stands, several creditors have not yet assented to the plans, holding up the whole matter.

Harry J Kimball, formerly representing Dominguez Bros., of Philadelphia, has severed his connection with that house and will represent in this territory A. L. & A. G. Kaufmann, of New York.

PITTSBURG.

The dealers of Pittsburg have apparently had an exceptionally good year in 1901, and once more traveling salesmen, of which there are usually a large number here each week, are beginning to arrive.

W. H. Terrel, with Sanchez & Haya, N. Y., Joseph B Wertheim, of E. M. Schwarz & Co., N. Y., and E. A. Waltman, with Oblinger Bros. & Co., Philadelphia, were among the cigar salesmen who recently visited the city.

Joseph Raubitschek, of Raubitschek Bros., is in New York this week.

A substantial progress was made last year by Steuernagle & Newell on their stogy products. Their trade was increased fully 40 per cent. over the previous year.

Leonard Wagner's Cuban stogies have gained a reputation that is ever increasing in its far reaching effect.

The output of stogies in this district last year was phenomenally large.

ST. LOUIS.

Jac Wertheim, of Kerbs, Wertheim & Schiffer, New York, is visiting the trade in this city.

Milton Cohn is establishing head quarters in St. Louis, and will in future represent E. M. Schwarz & Co., of New York, in this territory.

Benj. Westhers has been appointed to succeed H. Grenner as Collector of Internal Revenue for this District, and his selection is highly satisfactory to the local trade.

SAN FRANCISCO.

The distributing agency of the "El Belmont" cigars of the American Cigar Co. has been transferred from Rinaldo Bros. & Co. to S. Bachman & Co., Rinaldo Bros. & Co. taking up the "El Symphonie" brand of E. A. Klein & Co., N. Y.

A. E. Coolot is now preparing to leave for New York with his bride, where he expects to reside permanently, and will personally superintend the factory workings.

C. J. Simons, representing La Paz, Parsons & O'Halloran, has gone to New York, and from there will proceed to the factory headquarters at Tampa.

Baumgartner & Starr, local distributers for Boltz, Clymer & Co., Philada., have secured a prominent retail stand.

TAMPA.

An attempt is now being made to organize the cigarmakers, but it has so far not been wholly successful. The committee of the La Liga, Havana, sent here for this purpose, has become somewhat discouraged and returned to Havana without having accomplished their object.

Tampa had a good year in 1901, as shown by the revenue returns, although a trifle behind the record of 1900, owing to the labor difficulties which lasted four months. The sale of stamps during the year amounted to $367 383.38, and the customs duties collected footed up $865,409.82. The shipments of cigars, in number of cases, were about 2,000 less than in 1900.

There has been an influx of cigarmakers from Cuba lately and large numbers are arriving each week.

The M. J. Castro & Co. factory at Port Tampa, was destroyed by fire recently. It was a large establishment and its destruction inflicts a heavy loss, as there was not much insurance on building or contents. The stock of tobacco on hand at the time is said to have been quite heavy. All was completely consumed.

Over 1,000,000 cigars were turned out during the month of December at the Bustillo Bros. & Diaz factory. Mr. Demetrio D. Diaz, who had charge of the firm's factory, died recently at his home in West Tampa.

HAVANA, CUBA.

Cuban manufacturers are gleeful with prospects of a reduction of 50 per cent. on cigars going to the States. At first it would probably benefit manufacturers of established brands most, but others hope to benefit by it as well in the course of time. The possible effect of such action as regards American manufacturers, should it be passed, is not made quite clear.

Rain is reported to have fallen recently in the tobacco raising districts, greatly improving the conditions of the growing crop. Although late, it may still be of some benefit. The crop, it is said, will be a small one.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

We make Strictly Standard Quality Goods.

A SAMPLE ORDER WILL CONVINCE YOU. TRY IT.

FRANK M TINKHAM

FRED B TINKHAM

TINKHAM BROTHERS

WHOLESALE

CIGARS AND TOBACCO

New Gifford Building, Brooklyn Square, Corner Main

Jamestown, N. Y., Sept. 28, 1901.

ORIOR LID REST CO., READING, PA.

GENTS:—Yours received with samples of Lid Rest. Now we do not manufacture cigars, but we buy largely of George A. Kent & Co., Hummell & Co., Barnes, Smith & Co., and Hull, Grummond & Co., all of Binghamton, N. Y. Now if you can get the above firms interested, we think, they would use a great many of them, and we would consider your Lid Rest a fine thing to have attached, as every box should have a lid holder to make a proper showing in a case.

Yours,

Tinkham Bros.

THE ORIOR LID REST CO.

Manufacturers and Patentees of the

Orior Combination Box Opener, Label Cutter and Lid Rest

READING, PA.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

BUSINESS CHANGES, FIRES, ETC.

Alabama—Montgomery—La Companie De Moda, cigar factory; damaged by fire.

Illinois—Chicago—Glaspell & Woods, cigar manufacturers; damaged by fire.——A. Santaella & Co., cigar manufacturers; damaged by fire.——Rosenthal & Ohle, cigar manufacturers; announce dissolution.

Iowa—Clinton—O. Nelson, cigar manufacturer, sold out.

Columbus Junction—J. H. Bath, cigar manufacturer, succeeded by Bahus Bros.

De Witt—John Shea, cigars; sold out.

Fort Madison—F. Oscar Hoffman, cigar manufacturer; succeeded by O. F. Hoffman & Co.

Kentucky—Cattelsburg—Frank Stafford, cigar manufacturer; succeeded by Stafford & Harker.

Massachusetts—Boston—Chas. B. Perkins & Co., wholesale and retail cigars; dissolved by death of Chas B. Perkins, Sr., and business continued under same style by Chas. B. Perkins, Jr.

Somerville—Geo. H. Moore, cigar manufacturer; chattel mortgage, $1,000.

Springfield—Richard Schenke, cigar manufacturer; chattel mtge. $250

Michigan—Detroit—W. E. Klinnick & Co., cigars and tobacco; succeeded by John Mude.

Iona—G. F. Faude, cigar manufacturer; renewal chattel mortgage, $3,000.

Owasso—S E. Peers, tobacco and cigars; chattel mortgage, $215.

Missouri—St Louis—Friedman Columbia Dome Cigar Co.; petition in bankruptcy.

New York—Marion—Arthur A. White, tobacco, etc.; burned out.

New York City—Michael Kelly, retail cigars; dead.

Ohio—Bryan—F. R. Parker, wholesale and retail tobacco; R. E. mortgage, $6,000.

Findlay—Chas. F. Enz, tobacco, cigars, etc.; chattel mtge., $300.

Spencerville—F. E. Arnold, cigars and tobacco; succeeded by Arnold & Wein.

Pennsylvania — Bradford — Mrs. A. E. Dean, cigars and tobacco; succeeded by Leo Stanwood.

Lock Haven—Saiers & Shearer, cigar manufacturers; succeeded by George W. Saiers.

Philadelphia—L. Bamberger & Co., wholesale leaf tobacco; dissolved, Maurice Bamberger withdraws.——Samuel Johnston, cigar manufacturer; burned out.

Pittsburg—Poerstel & Co., Emil Poerstel individually, wholesale and retail tobacco; sold R. E. $15,000.

Rhode Island—Providence—E. W. Tinker, cigars, tobacco, etc.; succeeded by John Thompson.——Schwartz & Urban, tobacco; assigned.

Utah—Ogden—Myers & Shurtliff, cigars, etc.; burned out, insured.

Virginia—Martinsville—Penn & Watson, tobacco manufacturers; J. G. Penn, withdrawn.

Richmond—Cameron & Cameron Co. tobacco manufacturers; loss by fire, insured.

Wisconsin—Milwaukee—Eva Kerns, cigar manufacturer; warranty deed, $1.

Sheboygan—Adam Heinger, cigar manufacturer; R. E. mtge. $800.

The Secretary of Agriculture has appointed George T. McNess as expert to supervise the culture of shade grown tobacco in the Connecticut Valley, to succeed Marius L. Floyd, resigned.

The strike at the Powell & Goldstein factory, at Oneida, N. Y., is declared off. The strikers have been out since November 20th 1901, but have gained nothing.

FRIEDMAN'S PROPOSITION.

Creditors of Friedman Columbia Dome Cigar Co. offered 25 per cent.

The Friedman Columbia Dome Cigar Co. last week made the following statement of assets and liabilities:

Assets.	
Cigars, market value.	$10,452 01
Leaf Tobacco, market value	4,933 20
Fixtures, etc., market value	1,000 00
Book Accounts, $26,010.76--of which are collectable	6,502 45
Cash on hand and in bank	807 48
Total	$23,695 14
Indebtedness	$71,040 30

In consideration of these conditions, the company has made an offer of 25 per cent.

The list of creditors is as follows, with amounts given in round figures:

Pennsylvania	
T. O. Collins, Littlestown	$200
H. K. Stork & Co., Adamstown	200
Fulton Cigar Co., Lancaster	780
National Metal Edge Box Co, Phila	150
J. E. Hostetter, Hanover	235
F. X. Smith, Son & Co., McSherrystown,	270
A. B. Helder, Dallastown	115
Globe Cigar Co., Ephrata	125
T. T. Zerbe & Bro., Schaefferstown	240
L. L. Schaeffer, Felton	90
G. H. Shenberger, Dallastown	195
Shaw & Smith, Dallastown	85
S G. Meads, Red Lion	102
J. L. Taylor & Co., Red Lion	135
C. A. Rost & Co., Red Lion	100
Daniel Eyster, York New Salem	130
S. L. Johns, McSherrystown	828
Geo. A. Kohler & Co., York	1,131
Leaf Houses	
Simon Auerbach & Co., New York	2,519
Friedman Leaf Tob. Co., St. Louis	269
S. Ruby, St. Louis	1,500
Hass Bros., Cincinnati	480
G. Salomon & Bro., New York	1,305
Sutter Bros., Chicago	1,327
Young & Newman, Philadelphia	731
Rothschild, Son & Co., Chicago	406
Ed. Wischmeyer & Co., Baltimore	265
Weinheimer & Opp, St. Louis	180
Taussig & Co., Chicago	1,328
J. Cohn & Co., New York	165
St. Louis	
Peter Hauptman Tobacco Co.	220
Longan & Taylor Storage Co.	1,250
Fourth National Bank	9,856
Louis Friedman	5,186
Westlische Post	50
Globe Printing Co.	511
St. Louis Star	110
St. Louis Republic	195
St. Louis Post-Dispatch	600
American Cigar Co. (St. Louis Branch)	120
Jno. Ellman	1,000
Miscellaneous	
La Compania Dominguez, Tampa	700
Phelps, Brace & Co., Detroit	1,251
P. A. Show, De Lassus, Missouri	100
American Cigar Co., New York	2,115
Horace R. Kelly, New York	1,276
E. H. Gato Cigar Co., Key West	6,139
Schinasi Bros., New York	90
Manuel Lopez & Co., New York	1,218
Illoway & Coon, New York	490
Deutsch Bros., New York	521
Wing Cigar Co., Columbus	1,165
Cuesta, Rey & Co., Tampa	1,161
Jos. Weinrich, Dayton	784
Khedivial Co., Chicago	104
Marshall Field & Co., Chicago	99
Cameron & Cameron, Richmond	151
Franklin Cigar Co., Columbus	400
Marcus Feder, Cleveland	790
E. Perez & Balbin Bros., New York	1,191
Girbau & Mora, New York	346
E. M. Schwarz & Co., New York	361
Wm. Glaccum & Sons, New York	412
Wm. Demuth & Co., New York	858

W. D. C. Moebs & Co., of Detroit, Mich., has been incorporated with $10,000 capital, to manufacture, job and retail cigars, tobacco and smokers' articles, with a capital of $10,000 paid in. Stockholders are W D. C. Moebs, Frederica Moebs, Edgar E. Rose, and John E. Moloney.

Paper Backed Foil

PURE TIN FOIL — Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York — **COMPOSITION FOIL**

Corrugated, Colored and Printed Foil

NEWS NOTES.

Jere Bernd has opened a new retail store at 17 White street, Lynn, Mass.

A new leaf tobacco house has been opened in Amsterdam, Holland, by Stokvis Bros. consisting of G. & O. Stokvis.

A new retail store will be established at Dennison, Tex., by the Dennison Cigar Co., in the building formerly occupied by the Postal Telegraph Co.

The failure of Sam Barets & Co., wholesale wine and cigar dealers at Denver, Col., has been announced. Liabilities $200,000, with assets estimated at $70,000.

John R. Scott, of Saugus, Mass., has filed a petition in voluntary bankruptcy, giving liabilities at $3 000 and assets at $1,000. He was doing a retail cigar trade.

S. W. Levine, a popular cigar salesman of New York city, has just started on an extended trip, and will represent this year on the Pacific Coast Bondy & Lederer, of New York.

The tobacco brokerage firm of C. T. Jarrett & Co., Hopkinsville, Ky, was dissolved by mutual consent on January 1, Mr. C F Jarrett retiring. The business will be conducted in the future by C. S Jarrett under his own name.

Therkelsen & Brown Co., at Perth Amboy, N. J., is incorporated with a capital of $100,000, to transact a wholesale grocery business Incorporators are George P. and Andrea Therkelsen. Fred. L. and Maria Brown, all of Perth Amboy.

Application has been made to the Secretary of State, of Wisconsin by the American Cigar Co., for permission to operate in that State, setting forth that of its capital of $10,000 000. $250,000 is invested in real estate and in holdings of leaf tobacco in Wisconsin.

A correspondent of the London Daily Express, from Odessa, Russia, reports that a strong transatlantic corporation is being formed which proposes to buy up the principal Russian tobacco manufactories, but that it is seriously doubted in Odessa whether M De Witte, the Russian Minister of Finance, will accord the necessary assent to such sales.

LATE REVENUE DECISIONS

Manufacturers' Inventories.

The Commissioner has ruled that imported leaf tobacco, held in bond by a manufacturer, should not be included in his inventory of leaf on hand at his factory.

Manufacturing in Show Windows.

A manufacturer has been advised that tobacco material can not be prepared at one factory and transferred (unstamped) to another factory, or to windows in retail stores, for use in manufacturing cigarettes, as each factory must be supplied with its own store room, work shop and packing room, distinct from any other factory.

Cancellation of Stamps on Cigars from Porto Rico.

The Commissioner has ruled that the owner or importer of cigars coming from Porto Rico must cancel the Internal Revenue stamps attached to the packages by the use of a stencil plate, with lines extending at least three fourths of an inch on either side of the stamp, and by writing or imprinting on the stamp the name of the owner or importer as a substitute for the registered factory number.

Destruction of Waste Material.

In passing upon an application for permission to destroy, under the supervision of a deputy collector waste material, stems and siftings accumulated in a tobacco factory, the Commissioner ruled that a manufacturer could himself destroy from time to time whatever waste material tobacco stems and siftings had accumulated at his factory, by mixing the same with ashes, lime bone dust or other such substances as would render the same unfit for use in manufacturing a taxable tobacco product; but that no credit in addition to the 25 per cent. allowed for stems and waste, would be allowed in the accounts, though his Book 74 and monthly return Form 62 could properly show the quantity of stems and waste material destroyed.

"Key West" Cigars.

In passing upon a complaint that an advertising label, bearing on its upper half the words "Key West" appeared on certain cigars not manufactured in Key West, but in another State, the Commissioner

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly **CIGAR BOXES** Place Your Orders with

The Lancaster Cigar Box Co.
515-17-19-21 Cherry St., **Lancaster, Pa**
Agents for "Havanarine."

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

ADVERTISING NOVELTIES.
THE BRUNHOFF MFG. CO.
HAMILTON, OHIO.
SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING
METAL EMBOSSED LABELS
METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS
ENGRAVING
EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky

M. H. Clark & Bro
Leaf Tobacco Brokers,
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

has ruled that as the caution notice plainly shows that the cigars were manufactured in a factory outside of Key West, he has no authority for interfering, as any manufacturer has the right to use the word Key West, Tampa, New York, New Orleans, or any other name of a town or State as a trade mark or brand, but that such name can not be adopted by any single manufacturer to the exclusion of other manufacturers. The label in question is entirely separate from the caution notice label, although appearing on the same slip of paper, and the Commissioner holds that it is not a violation of Section 3399 of the Revised Statutes, nor of the Regulations; that, however, it is not permissible for the name of the dealer to appear printed on the same slip of paper in connection with the caution notice label in such manner as to indicate that the dealer is the manufacturer of the cigars, but the name of the dealer may appear where the name of the manufacturer also appears in that connection.

—

Special Tax Liability.

The Commissioner has ruled that the special tax liability of tobacco dealers and manufacturers who were engaged in business during the previous fiscal year is predicated on the total sales of that year, whether they were in business during the whole or only a part of the year, and that if a manufacturer commenced business in April, selling less than 100,000 cigars between that time and July 1st, he would be liable to only $6 special tax for the following year, even if his sales should exceed 100,000 or 200,000 during this year. In the case of a manufacturer or dealer who was not in business during the previous fiscal year, however, he is required to pay the minimum rate of tax on commencing business, and to make a new return and pay a higher rate of tax dating from the first day of the month in which he commenced business to the 1st of July following, if his sales afterward exceed the limit for which he has already paid.

—

Leaf Tobacco for Export.

In reply to a petition for such an amendment of the regulations relating to the sale of tobacco by leaf dealers as would enable qualified dealers to omit from their Record 59 all entries relating to the purchase and sale of leaf tobacco for export, the Commissioner has ruled that such a modification of the regulations could not be made without amendment of Section 3360 of the Revised Statutes of the United States, as amended by section 14, act of March 1, 1879, (20th Stat. 327). When properly kept the

THE WORLD'S
Profitable Inches
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order;
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

You Read This; Others Would Read Your Card IN The Tobacco World

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

books of leaf dealers will show not only the names, residence and business of persons from whom tobacco is received, but also the names, residence and business of all persons to whom the tobacco is sold—the names of persons who buy tobacco for export exclusively, and the names of persons abroad who buy tobacco directly from the dealer and which he exports himself. The petitioners have been advised that no restriction is placed upon the business of persons who buy and export leaf tobacco exclusively, but if a person buys leaf tobacco for the export trade, and which he exports himself and sells abroad, but intermingles this tobacco with other tobacco which he buys for resale in the United States, and subsequently sells a portion of his stock abroad and a portion of the same general stock in the United States, he will be regarded as a leaf dealer and must account for all tobacco that is purchased and all tobacco sold, and indicate its destination on his Book 59. If leaf dealers desire to be relieved from making entries of purchases of tobacco intended for export trade exclusively, and also desire to sell leaf tobacco for resale or consumption in the United States, they should have separate places of business and not intermingle their export stock with stock intended for domestic use.

—

Importation of Cigars by Mail.

In regard to the importation of cigars by mail, the Commissioner has ruled that Section 3804, R. S., as amended by Section 26 of the act of August 28, 1894, provides that no cigars shall be imported unless packed in boxes containing not more than 500 cigars each, that no entry of imported cigars shall be allowed of less than 3,000 cigars in a single package, and that all cigars on importation shall be placed in a public store or bonded warehouse, from which they shall not be removed until they shall have been inspected and a stamp affixed to each package showing such inspection, together with a serial number to be recorded in the Custom House. Section 3403, R. S., provides that all imported cigars shall pay, in addition to the import duties imposed thereon, the tax prescribed for cigars manufactured in the United States, and shall have the same stamps affixed. Further, there is no provision for the importation of dutiable articles into this country through the mails, and such importation is forbidden by Sections 4 and 5 of Article 16, of the Universal Postal Union Convention, each government of the Union being given the right to deliver or refuse to deliver articles imported in the mails and liable to customs duties. Hence, all cigars, whether of domestic or foreign production, found in the mails not properly packed and stamped, are subject to seizure, but, in the absence of fraud, such goods may, upon payment of the duty and Internal Revenue tax, be released, Collectors of Internal Revenue being authorized to sell stamps for this purpose.

—

Disposal of Cigar Clippings from Porto Rico.

In passing upon the request of an individual for permission to sell to a qualified cigar manufacturer in another district a quantity of tobacco clippings which had been brought from Porto Rico, a collector was advised that there would be no objection to his issuing a special permit authorizing this sale provided it was found that the tobacco had come into the owner's possession lawfully, and without his having incurred liability to duty or Internal Revenue tax (as such clippings should not have been delivered to any person other than a qualified manufacturer of tobacco or cigars, without the payment of the Internal Revenue tax, and also, if brought into the United States before July 25, 1901, without the payment of the duty): otherwise the facts would be reported to the Collector of Customs, and if there was any question of the liability of this tobacco to tax or duty, it would be proper for the collector of Internal Revenue to take possession of the tobacco until all questions of that character had been determined; further, that if this tobacco had been brought into the United States by the present applicant and released to him inadvertently, not being a manufacturer, the office saw no reason why the tobacco should not be transferred to a manufacturer, but that such transfer should include all the tobacco which the applicant had in his possession, and that he should be advised that any tobacco material of that kind sold to persons other than qualified manufacturers of tobacco or cigars was subject to the tax of 12 cents per pound, and that some explanation should be made relative to such sales if any were made.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commisison Merchants
248 South Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

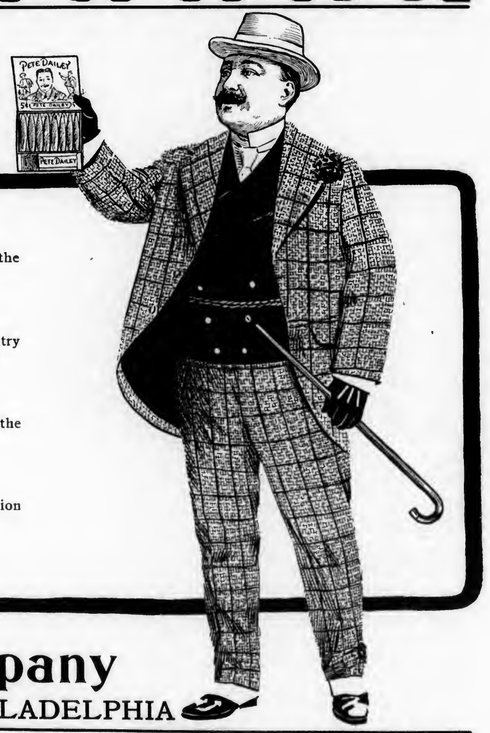
S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

Hello There!



Do you know that from Maine to California the PETE DAILEY is proving a winner?

Do you know that there isn't a dealer in the country who has found the PETE DAILEY a "dead one"?

Do you know that the PETE DAILEY is the "livest" friend maker you can put in your stock?

Do you know that T. J. Dunn & Co.'s reputation is behind every PETE DAILEY you sell?

T. J. Dunn & Company

Manufacturers PHILADELPHIA

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

LIBRARY. RECEIVED JAN 30 1902

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 5. PHILADELPHIA, JANUARY 29, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The President of our Company returned from Quincy, Florida, about two weeks ago, where he inspected our packing of

Shade-Grown Florida Sumatra Wrappers

1901 Crop

In our opinion the Finest Tobacco that has ever been raised in this country. It will be ready for the market about the first of March.

While at Quincy, Senator Broome, of Florida, sprung the following little "Puzzle" on E. A. Schroeder:

"Three parts of a cross, and a circle complete,
Then two semi-circles a perpendicular meet,
Now a small triangle, standing on two little feet,
Then two semi-circles, and a circle complete."

Here is the Solution:

"Three parts of a cross (**T**), and a circle complete (**O**),
Then two semi-circles a perpendicular meet (**B**),
Now a small triangle, standing on two little feet (**A**),
Then two semi-circles (**CC**) and a circle complete (**O**)—

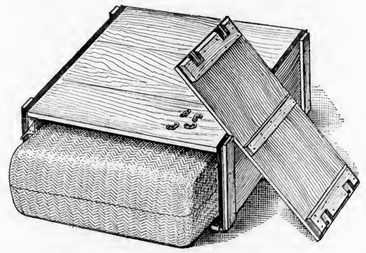
"TOBACCO."

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE
NO CHAFING
NO DAMAGE BY HOOKS

Laverge & Schneider,

Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85, AMSTERDAM. New York

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter V.—NOT A PURSUIT—A PASSION.

By JOHN R. YOUNG, of Young & Newman.

One evening in the winter of 1776, the Marquis de Chastellux, who was one of the few Frenchmen of his day able to read and speak English, was discoursing to a few of his friends in Paris of the Declaration of Independence, that stalwart document which a few Virginia tobacco growers and others had launched against a startled Kingridden Europe only a few months before.

The Marquis knew many of the Signers personally. He had been Mr. Jefferson's guest at Monticello and had made the rounds of all the houses of the tobacco aristocracy of Virginia.

"Ah," said the Marquis to his friends in Paris, "it is I who understand these noble spirits; the stately diction, the phrase that always says something, the nobility of soul, the generosity of spirit that breathes in every line of the Declaration, from whom else could it come but from Jefferson, that perfect cavalier, that most perfect of men?"

"Of what universities are the men who have written this wonderful paper?" asked one of the Marquis' friends.

"Of no university," answered the Marquis, "they are self taught, at least the Virginians among them are self taught. They are wealthy land owners and tobacco growers. The tutors employed to instruct their sons are clergymen attached to the estate, good natured, wholesouled men of the cloth who ride to hounds like all other gentlemen in Virginia. Excellent masters of the classics, too, and devoted to their pupils as few tutors are. And, behold, the fruit of their labor is men who can give to the world such a document as their great Declaration. Show me the university that can turn out men like them!" exclaimed the Marquis, in a final burst of enthusiasm.

Every well born Frenchman in 1776 was on the side of the Americans who had just thrown off their allegiance to King George, largely through hatred of England, but also because their cause had been so warmly espoused by the Marquis de La Fayette, their own countryman. Everywhere the Marquis de Chastellux went that winter, he was importuned to tell his friends of the Virginians. The interest was not so keen about the chances of the rebels, as it was about the personality of their great men Was General Washington handsome? Was Mr. Patrick Henry really eloquent? Was Mr. Jefferson a rich man? Thus the questions ran, and Chastellux endeavored to satisfy all inquirers.

MR. JOHN R. YOUNG

One story he was fond of telling was always received with open eyed amazement. It was his account of his stay at Offley, the splendid plantation on the James of General Nelson.

"The place," he would say, "is an earthly paradise. The house is not a chateau, as it would be were General Nelson's estate in France, but it is a mansion much larger than most of our chateaux, and furnished throughout in the most exquisite taste. When I was there fifteen or sixteen years ago, Offley was the most hospitable home in Virginia, not even excepting Monticello, which Mr Jefferson kept open all the year round to all who might please to come. Offley, to my taste at least, was the finer place of the two."

"From what treasure did these Virginians supply the needs of such splendid hospitality?" some one asked, and Chastellux answered:

"From the sale of their tobacco The grand seigneurs of Virginia are all tobacco planters. It is a gentlemanly way of earning huge incomes. Every plantation has hundreds of slaves who work in the fields, or at clearing new ground for the crop, all the year round, and their masters are required to give but a short time to the product and that only at the harvest, and yet it is a most singular thing: tobacco appeared to be the only topic on earth which interested General Nelson and his friends from other Virginian plantations at the time I was his guest. While I was at Offley there came two days when it was impossible for any of the gentlemen to go out of doors. We stayed in the house the whole time. You know what we would have done had we been stopping at a country house in France or in England: we should have played tric trac, or loo or whist without intermission, but at Offley, on those two memorable days, cards were not even mentioned. The talk was of tobacco, of tobacco only, and of nothing else. No one seemed to dream that sensible men could have any other interest. They talked of the fields they would get ready for the next year; of the seed they would plant; of the crop they expected to raise; of the prices the crop would bring; of how the last crop had turned out, and so on, and so on, interminably and ever with fresher interest throughout the whole two days."

"It must have bored you, at least," ventured one of the Marquis' listeners.

"On the contrary," he answered, "It was all most singularly charming, but then you must remember, first that among the talkers were such masters of expression as Mr. Henry and Mr. Jefferson, and secondly, that with these Virginia planters tobacco is not a pursuit, but a passion."

Well, the Marquis de Chastellux sleeps with his fathers, but the observation which he made that tobacco with those who are in any manner concerned with it is not a pursuit but a passion was true not only of the colonial Virginians. It is true of all men, in every part of the world, who are in any manner concerned with tobacco, and of none may it be spoken with greater truth than of ourselves.

Next Week—Chapter Six, "How the Hurons Checked Competition," by Frank M. Arguimbau.

Titles of Previous Chapters.

Jan. 1—"The Truth About the Discovery of Tobacco," by Sigmund Rosenwald.

Jan 8—"The Very First Cigar of All," by Harry S. Rothschild.

Jan. 15—"The Aggravating Superiorities of Sir Walter Raleigh," by Charles K. Faucette.

Jan. 22—"Time Makes Clear One Scotsman's Joke," by Jos. F. Cullman.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

Geo. Burghard
IMPORTER OF
Sumatra and Havana
and Packer of **Leaf Tobacco**
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
122 NORTH 8rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE. JACOB LABE. SIDNEY LABE.
BENJ. LABE & SONS,
IMPORTERS OF
SUMATRA and HAVANA
Packers and Dealers in **LEAF TOBACCO**
Nos. 231 and 233 N. Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB.
LEOPOLD LOEB & CO.
Importers of Sumatra & Havana
AND Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

IMPORTERS of
Young & Newman, Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. C HAVANA
IMPORTERS OF
123 N. THIRD ST. PHILADELPHIA

5

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

Expert Street Advertising.

The Newman Bros. Co., of 152 East Twenty-third street, New York, manufacturers of all-tobacco cigarettes, cigars and cheroots, are advertising their "Ketchem" cigarros in an original and taking way. L. N. Crawford, formerly an actor with one of the Arizona companies, appears on the street each day in the fantastic dress and with the chalked face of a circus clown, his breast and back displaying the name of the brand. He cuts up many antics in the street such as a real clown would perform in the ring, and invariably attracts crowds of pleased onlookers, each of whom bears away in his memory the name of the cigarro which it is the clown's business to bring to the attention of the public in this manner.

The "Ketchem" is a short smoke of quality. It is union made. It is a full Havana filler, with a Connecticut broad leaf wrapper. The company began making this cigarro in May last, and has met with unusual success, particularly in New York, New England and the West. The company has branch stores at 102 West 116th street and 2156 Eighth avenue. A third branch store will be opened at Twenty-third street and Madison avenue, on the site of the old Academy of Design, as soon as the new building is ready for occupancy.

The officers of the Newman Bros. Co. are J. A. Newman, President, R. E. A. Doerr, Jr., Vice President, and O. M. Newman, Secretary and Treasurer. J. A. Newman and O. M. Newman were formerly with D. H. McAlpin & Co.

The company's advertising will be chiefly street work. It is about to send forth a man attired as a convict, his breast and back bearing the name of the brand, with another man, dr ssed as a constable, in comic pursuit.

LITTLE LIVES OF THE GREAT.

C. VAN DER HONERT.

This Dutchman is the present head of the Deli Maatschappij, the mountain which will not go to Mohammed.

If Mr. Duke wants the D. M. he will have to wait on Mr. Van der Honert.

C. Van der Honert is Holland's great living proof that even in that teeny weeny country, where everything goes by rule, Reward sometimes catches up with Merit.

When P. W. Janssen, two years ago, made up his mind that the otium cum dig. was good enough for him after his long years of digging for otium, he selected C. Van der H. as his successor instead of some one of the big stock holders in the D. M., and simply because Van knew more about Sumatra than anybody else.

C. Van der H. is only about 45, just about Mr. Duke's age.

A BLUMLEIN.

The Scholar of Maiden Lane. Versed in all the polite Accomplishments and a daisy at Minding His Own Business.

One of the largest of Sumatra im-

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF **LEAF TOBACCO**
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in **LEAF TOBACCO**

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar *103* North 2d St. Philada.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box.

15 North Tenth St.

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

BECKER'S

TABERNERO

Factory. 1215 N. 9th St.

5c.

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Manufacturers of **Cigar Manufacturers,**

"Americanos" Cigars and **Sixth & Race Sts.**

Weaver's Original Havana Shorts, Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE AND **Three Black Kids**

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

Haynie Cigar Co.

Manufacturers of

Haynie's Special

5c.

PHILADELPHIA. **Cigar**

Importers of *New York* *Amsterdam.*

F. & E. Cranz, *Sumatra Tobacco,* *141 Maiden Lane.* *Frascati.*

porters and a very Moltke at keeping his mouth shut.

But, my, how he can Listen when his salesmen come home from the road!

GUSTAVO BOCK.
THE PATRIOT.

Loves Cuba, loves London but sighs for Germany. Dear old Deutschland that is so tantalizingly far off!

Don Gustavo's success in life Proves that a man who can make fine cigars can do Anything.

The only Hardship this prosperous gentleman ever suffered was getting to Cuba during the American-Spanish war precisely at a time when Uncle Sam would have been most pleased that he should continue his stay in this country Indefinitely. But Don Gustavo couldn't see it that Way and so skipped home by way of Mexico.

It is not recorded that he ever smoked any Mexican cigars, though.

SIGMUND ROTHSCHILD.

Harry's father, and properly brought up.

Versatility personified and perpetuated in his son. In his sons, for the variously accomplished Fred is also one of his boys. But of Fred more anon.

Don Sigmund is more kinds of a farmer than Horace Greely ever dreamed of. He has a farm in Michigan, another in Tennessee and a third in Cuba, and when he isn't buying tobacco for his sons and nephews to sell, either in this country or in Havana or Amsterdam, he may be found tilling the soil.

Famous as an expert at a certain national game which is frequently played on board ship. It isn't billards, or shuffleboard, or tiddledewinks:

It has something to do with a raise. Farmers are good at raising things, aren't they?

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

City Stag. 13,555.
For cigars. Registered January 20, 1902, at 9 a. m., by the Fleck Cigar Co., Ltd., Reading, Pa.

United Workmen's Choice. 13,556
For cigars. Registered January 20, 1902, at 9 a. m., by the Fleck Cigar Co., Ltd., Reading, Pa.

Akron Star. 13,557.
For cigars, cigarettes and cheroots. Registered January 21, 1902, at 9 a. m., by P. R. Brown, Akron, Pa.

No Scheme. 13,558.
For cigars. Registered January 22, 1902, at 9 a. m., by James G. Ruth, Mohn's Store, Pa.

The Modern. 13,559.
For cigars. Registered January 23, 1902, at 9 a. m., by D. Keen, Philadelphia, Pa.

Pride of Cumberland. 13,560.
For cigars. Registered January 25, 1902, at 9 a. m., by S. Steinberg, Bridgeton, N. J.

Twinkling Star. 13,561.
For cigars. Registered January 25, 1902, at 9 a. m., by S. Steinberg, Bridgeton, N. J.

The Beacon Cigar. 13,562.
For cigars. Registered January 25, 1902, at 9 a. m., by S. Steinberg, Bridgeton, N. J.

REJECTIONS.

"The Real Good," "Half Dime," "Corso," "Scrappers," "Nose Gay," "Pandora," "Pride of Key West," "Inner Seal," "Cresceus," "The Abbott," "Belvedere," "Our Judge," "The Pilot Cigar," "Smoker's Paradise," "Admiration."

TRANSFER.

"Honest Pearl," registered by A. Kretzschmar & Co., Philadelphia, Pa., January 9, 1902, was transferred to Roner & Steinberg, Bridgeton, N. J., January 23, 1902.

CORRECTION.

"According To Your Taste," registered January 13, 1902, by Prince Bros., Philadelphia, should have been "To Your Taste.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Flor de Morgan, Usacuba, Usacuban, Cubausa, Detroit Elks Temple, Young Generation, After Business Hours, Lord of the Isles, Kansas Exchange, Kansas Draft, Governor's Delight, The Danbury News, Dews, Diola, Clippo, Flor de Cooper, Tepee, La Flor de L. Mora, Calmettis, Fritz Mixture, Peach Stone, Old Museum, The Hermitage Tobacco, Metropolitan Jockey Club Perfecto, Perkins' Smoke, Little Robert, Jr., Diamond Rex, Lasting, La Salon, The Five Fingers, Porto Rico Winners, The Xania, La Regaletta, M. & R. Bouquet, M. & R. Standard, M. & R Regalia, Major Buckingham, Peach Lake Bouquet, Pehquenakonch, Miss Aroma, Compense, Anti Billboard, Tom Walker, Half Binder, Greater Glories, Donisser, Elmerette, Kansas Draft, Kansas Exchange, The Kinzie, Pounder, Gospodina, Malawac, Union Dime, King Victor, Judnesc, Big Rich, Cuban Sceptre, Chorus Boy, De Wet, Perrian Flower, Anciedad, Porto Grande, Girliana, W. T. B.'s Choice, The Big Ones Rice and Cane, Boston 99, Grand Bucks, Yodum Club, R. F. D., Keystone Maid, La Vitalia.

R. B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH
ENOS SMITH

NEW YORK

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

I. Z. VOORBURGWAL 227 **Office, 183 Water St.**

Amsterdam, Holland. NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, £1.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 29, 1902.

Mr. Frye has attempted to explain his position as regards his utterances as given in a printed pamphlet circulated by him among the members of the Ways and Means Committee of the House, but in doing so, as was shown in his statement published in these columns, he persistently refrains from any reference to the proposed reduction of duty on cigars coming from Cuba, notwithstanding that he argued so eloquently for a reduction in the pamphlet referred to. He has been again elected President of the New England Tobacco Growers' Association, but was not permitted to represent them in Washington last week, although personally quite conspicuous.

He may have some more satisfactory explanations to make before he can regain the former confidence reposed in him by the many members of that association.

An association of clear Havana cigar manufacturers has now been formed which promises to be permanent and of possibly much benefit. Its instigation was created by an emergency, but it should be effective for all that. Its membership does not yet, perhaps, include a majority of the clear Havana manufacturers, but that could hardly be expected in view of the very short time allowed for its formation. The advantages of such an association, have, however, been made manifest, which argues much in favor of increasing membership, and as its benefits become more apparent the united support of the entire clear Havana trade may be reasonably expected.

At the reception to the delegations of the tobacco trade, which was accorded them by President Roosevelt on Wednesday last, the Nation's Chief Executive intimated that it was his plain duty to see to it that only such concessions, if any, were made to Cuba as would not in any way injure or adversely affect home industry. This pleased the delegations mightily, and they appear to be unanimously of the opinion that the matter will receive his personal attention and influence, and that Congress will be advised to act most deliberately in the premises.

So far as the House is concerned, all that is possible has been done, and it is also quite likely that an opportunity will be yet had to cover the ground in a similar way before a Senate Committee some time in the near future. At any rate, the Senate is regarded as the more deliberate body, and it is therefore only reasonable to believe that another opportunity will be given the trade, when the matter comes up for consideration before it.

Republican members of the Ways and Means Committee are now taking up the matter of war revenue reduction, and a hearing has been already given to the beer men. Nothing has yet been heard as to the prospects of a reduction or elimination of the licenses for leaf tobacco dealers, cigar and tobacco manufacturers and wholesale and retail dealers, excepting that the leaf tobacco dealers of the South will make an effort in that direction. The present licensing system, of course, rightfully belongs to war revenue taxation.

On the 21st inst the common stock of The American Tobacco Company was stricken from the official list by the New York Stock Exchange, the Exchange having been informed by officials of The American Tobacco Company that only about 1 per cent., or a little over $540,000 of the Company's stock was outstanding.

This was perhaps the result of the peculiar manipulations of the stock, which had jumped fifty points in a day. It was regarded as evidence that the Consolidated Co. was to buy in all nonassenting stock. A block of stock was offered the latter company at $500 a share, but the company would not take it.

Deficiency Bill Reported.

Congressman Cannon, Chairman of the Committee on Appropriations, has reported an urgent deficiency bill. The bill is to be called up for consideration this week. It carries appropriations of $16,701,415, distributed among the different departments, and among the important items included in the bill is the rebate to tobacco and cigar manufacturers and dealers, amounting to $5,150,000.

The States from the Cigar Man's Point of View.

XVI.

GEORGIA.

Joel Chandler Harris, whose "Uncle Remus" the whole world has read with delight, told an interviewer the other day that the Georgia "uncle" of the present day was in every way a brighter and a better informed man than the "uncle" of the preceding generation had been. Mr. Harris did not go into details nor offer any explanation on this subject, but it is perfectly fair to assume that the advancement of the negroes of Georgia is owing in some measure and perhaps in greater measure than most people who have not given the subject any thought or attention might suspect, to the fact that the colored brother in Georgia long ago learned to smoke cigars People both white and black, are unconsciously educated by rational pleasures, and no pleasure can be named more rational than the smoking of cigars If the cigars are of a fair average quality, as they are in Georgia, it is all the better.

So much for the negro cigar lovers of the State which the genius of Mr Harris has made more widely known than before. The white people of Georgia are liberal buyers of cigars, and Atlanta, Savannah and Rome are good distributing centres. It is interesting to note in passing that one of the favorite nickel brands in Georgia is named after another Georgia editor, the late Henry W Grady. Mr. Grady during the maturity of his powers was at the head of the daily in Atlanta which was the competitor and rival of the newspaper with which Mr. Harris was so long and so honorably connected. Mr. Harris has achieved a wider and a loftier fame than that which attaches to the memory of Henry W Grady, yet no cigar has been named after Mr. Harris

From the cigar man's point of view, Georgia is, all things considered, one of the best states in the whole South. The northern way of looking at things is more prevalent in Georgia than it is in any other strictly southern state. The people are progressive, enterprising and prosperous. They have good schools, good theatres and, in Atlanta for a certainty, excellently well edited newspapers, and these things, as we have had occasion to remark before, always indicate communities in which the sales of good cigars keep pace with the procession.

XVII.

FLORIDA.

Outside the cities of Tampa, Key West, Jacksonville and St. Augustine, and such winter resorts as Palm Beach and Miami, not many cigars are smoked in Florida. The State is thinly populated and not over prosperous The operatives in the great factories in Tampa and Key West, of course, consume a great many cigars but, like their brethren in the cigar factories of Havana, they pay for very few of them The bulk of those which they smoke are given to them gratis by their employers.

At Palm Beach and at the great hotels in St. Augustine during the winter season very many of the finest cigars, both those made in Tampa or Key West or imported from Havana, are smoked but these are fairly to be credited not to the people of Florida but to the guests from the north.

It is a fact, though, that most of the cigars smoked by the permanent residents of the cities of Florida are made either in Tampa, Key West or Jacksonville, and perhaps not a few of them from tobacco grown from Cuban seed in Gadsden county.

No. 1 of Vol. 3 of "The Boy," published by the Anti Cigarette League—Lucy Page Gaston, editor, has just been received We presume that the editor would like our criticism—commending it, or possibly in saying "cuss" words—but we are not going to do either. If the League people want to pay good money to the printers—so much the better for the printers

SPECIAL NOTICES.

(Ten cents per 8-pt measured line)

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P E. New York office of The Tobacco World, 11 Burling Slip.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

SALESMAN WANTED by Philadelphia Manufacturer, to sell High-grade Five Cent Goods; good territory; commission basis only. State experience, etc.
Address Box 137,
1t Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE—One Perfecto cigar bunching machine and one tobacco scrap machine. Both will be sold cheap for want of use. Address
1-22-4t. H. S. SOUDER, Souderton, Pa.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

DESK or office room for rent for leaf broker or agent.
1-22-2t Apply 102 Arch street, Philada.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

300 Cases

of the

Finest and Lightest

CONNECTICUT

WRAPPERS

F. ECKERSON & CO.

Dealers in

Leaf Tobacco and Sumatra

And

Importers of Havana,

255 North Third Street,

Philadelphia, Pa.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. NEW YORK.

ARGUELLEZ, LOPEZ & BRO.

Manufacturers of

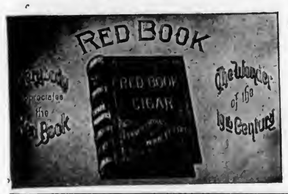
Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.



"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave. NEW YORK.

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

Inspiring to Cigar Manufacturers

BUREAU OF THE TOBACCO WORLD,
No 11 Burling Slip, NEW YORK, Jan. 28, 1902.

The success in business of the Deisel Wemmer Co. of Lima, O., is an inspiring lesson for every manufacturer of cigars. This is one of the young concerns of the West. Ten years ago, Mr Deisel and his associates started in business in a very modest way To day each owns his own home in Lima and the company conducts its manufacturing operations in its own building, a handsome brick structure four stories high, and with a large basement. The factory is equipped with every modern convenience and possesses some very novel and practicable features of its own.

The Deisel-Wemmer Co. turns out only hand-made cigars. It trains its own work people and employers and employed get along beautifully on a basis of reciprocal esteem and good will The company's leading nickel brand is the "San Felice" and it is the plain unvarnished truth that the company's facilities are taxed to the utmost to keep up with the demand.

So prosperous is the company that the trade which is acquainted with it readily credited the statement which was current some time ago that the American Cigar Company was on the point of buying the company out for $250,000. There wasn't a word of truth in the story and the probability is that the Deisel-Wemmer Co will go on attending successfully to its own business for a great many prosperous years to come.

***

On the surface, the leaf market during the week ended January 25, was quiet. The truckmen complained that they had moved mighty little tobacco, yet the leaf dealers say that on the whole a fair business was done for future delivery. Cigar manufacturers and manufacturers of little cigars were so greatly interested in the tariff hearings at Washington that they had no time to come down to the leaf market. As soon, however, as the reciprocity matter is disposed of and manufacturers realize that they must replenish their stocks of leaf, business in the leaf market will become more brisk than it has been for a number of months past.

***

Manufacturing jewelers appear to have discovered a bonanza in gun metal cigarette cases, for they are selling great numbers of them and are constantly making them more beautiful. For instance, Billy Lockwood, chief of Robert E. Lane's staff at Mr. Lane's main store at No. 6 Wall street, has a gun metal cigarette case so handsome as to bring the water into almost any man's mouth. It has Mr. Lockwood's initials in platinum on one side and a diamond is set into the push button. But the cunning jeweler has done marvels with the black metal by giving it the appearance of a piece of watered black silk It is a most successful imitation. Billy won't say who gave him the cigarette case. Whoever it was had exquisite taste.

***

The total production of cigars in the United States for the twelve months ended December 31, 1901, was 5,919,312,049, an increase of 460,476,344, over the calendar year 1900. The total production of little cigars in 1901 was 749,667,061, an increase of 125,909,521. The total production of manufactured tobacco in 1901 was 289,421,737 lbs., an increase of 4,354,613. The total production of cigarettes in 1901 was 2,416,713,768, a decrease as compared with 1900 of 161,400,939.

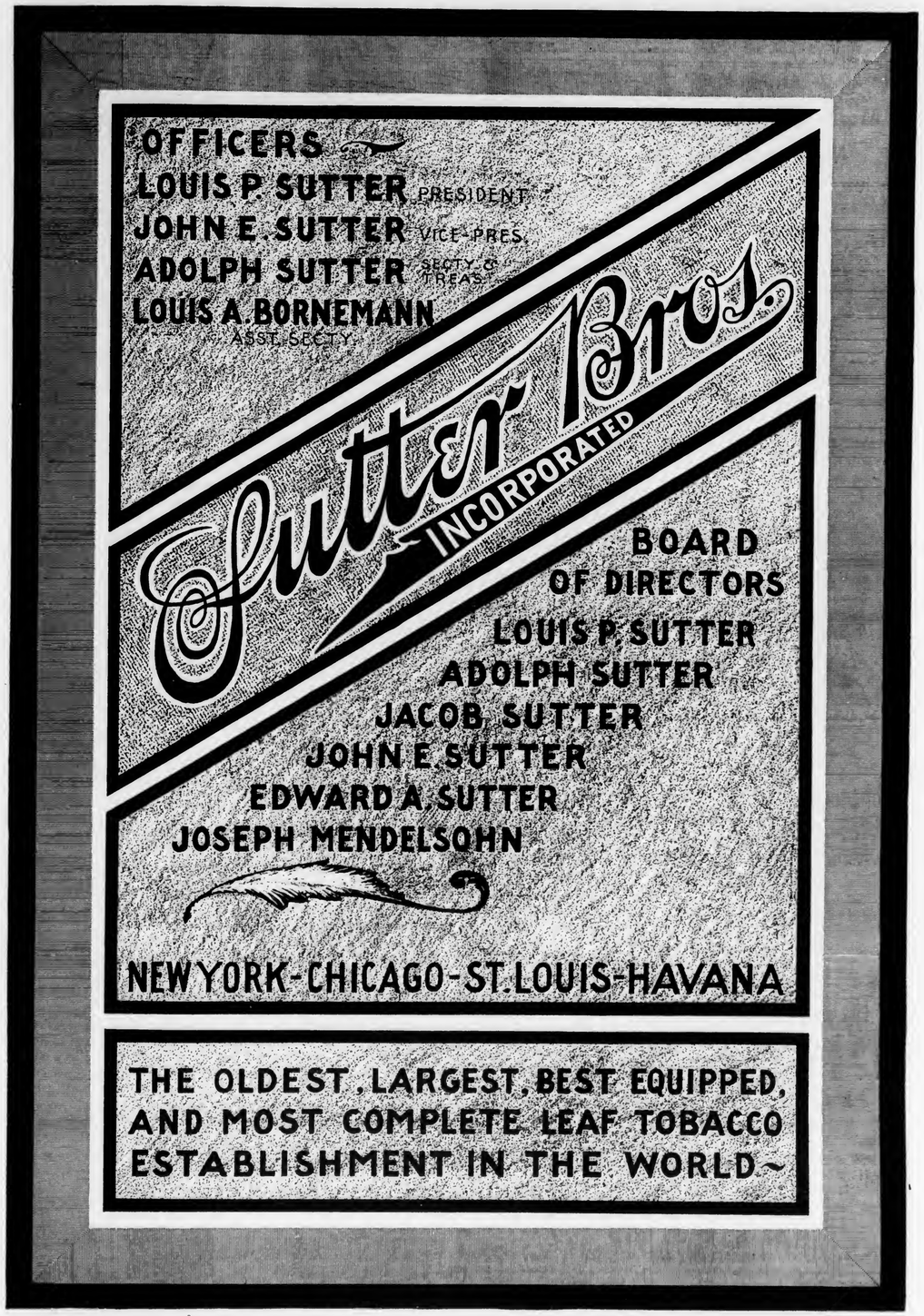
***

Lewis Mayer, who is spending his time as best he can in Ludlow street jail, because the Appellate Division of the New York Supreme Court refuses to vacate the body execution against him in the Martin Lehman matter, as was stated in last week's letter, will probably elect to remain where he is until April 1 when his term of imprisonment expires by limitation of the law. Ludlow street jail is said to be not such a bad retreat if one is fond of pinochle.

Martin Lehman began suit against Lewis Mayer for the recovery of thirty seven cases of Connecticut tobacco in 1896 and the case went steadily against the defendant. Nevertheless, he continued to fight it.

In the trial before Justice Russell on June 5, 1900, judgment was rendered in Lehman's favor for $4,239.78, the court's finding being that Lewis Mayer, without the knowledge of the plaintiff had received the thirty-seven cases, the same being the property of the plaintiff and had removed and disposed of them with the intent that they should not be found or taken by the sheriff.

Lehman's counsel throughout the entire litigation have been the members of the firm of Einstein, Townsend, Guiterman & Shearn. Mayer was originally represented by Simpson & Mayer, later by Joseph Koch and still later by Benjamin Tuska,



E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

I. J. SCHOENER & CO.
IMPORTERS & EXPORTERS
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.; James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

and the fight put up for his client by Mr. Tuska was a lively one. He and the opposing counsel said a number of those pretty things about one another in which able lawyers often indulge.

The whole matter ended on January 20 in a victory for Mr. Lehman and Mr. Mayer will either have to give a bond for the payment of the judgment or stay in Ludlow street jail, and it looks now as if the latter were precisely the course he prefers to take.

***

It seems to be taken for granted that Congress will give the Cubans some sort of reciprocity in the matter of leaf tobacco. The general impression appears to be that it will be a concession of from 25 per cent. to 50 per cent. and leaf importers seem willing to face the inevitable. The manufacturers of clear Havana cigars are deeply concerned as to the reciprocity which Congress will grant in the matter of cigars manufactured in Havana. If the duty is to be only 50 per cent. of the present rates the manufacturers say that the import stamp should at least come off. That stamp is virtually the guarantee of two governments that the cigars contained in the box bearing it are imported. Cuban cigars are the only article of foreign merchandise which has such a guarantee and if the stamp is not removed under the reciprocity measure American manufacturers of competing clear Havana cigars will have to work under conditions the most discouraging. If it is removed, however, they will have a fair field and say they have no reason to fear the outcome.

All those who went down to Washington last week agree in saying that if Congress this time disregards the unanimous voice of all those who spoke for the tobacco, the cigar and the cigarmaking interests it will give such an exhibition of callousness as no legislative body, in the United States, at least, ever gave before.

***

Robert E. Lane, who has done wonders in bringing the old Partagas brand into favor again, is now in Havana in consultation with Cifuentes, Fernandez y Ca., the present manufacturers of the brand.

***

Chas. H. Roberts, of the Havana Commercial Company, sailed for Havana on the "Morro Castle" on January 18.

***

C. C. Hamilton & Co. announce that although they are not yet prepared to warehouse tobacco, they are doing a satisfactory amount of inspecting and weighing. Their representative in Lancaster, Pa., is Frank V. Miller. Mr. Miller has been connected with the tobacco interest in Lancaster since 1882, at different times with J. Gust Zook, Menno M. Fry and Mr. Landis. He has an excellent record and hosts of friends.

***

M. Eisenberg, of Cincinnati, is in town.

***

The American Tobacco Company has bought out the Compania Cigarrera Mexicana of the City of Mexico.

***

John Mendelsohn, of Sutter Bros., Incorporated, left for Havana on January 24, accompanied by his wife and little son.

***

Leopold Wormser has withdrawn from the cigar manufacturing firm of S. Falk's Sons, of Key West and New York.

***

Fred Rothschild, of the Waldorf-Astoria Segar Co., returns from Detroit to-morrow. He has opened two fine retail branches in Detroit, one at 154 Woodward avenue, and the other at the corner of Woodward and Jefferson avenues.

***

M. Frank, of M. Frank's Sons, is reported to be selling some considerable lots of Sumatra in Albany.

***

The new United Cigar Manufacturers' Co. is reported to be negotiating for the purchase of a number of retail cigar stores in this city.

***

The American Cigar Company has purchased the Cabanas y Carbajal factory in Havana, the oldest and one of the finest cigar factories in the world.

***

H. M. Wyatt, director and manager in New York for E. H. Gato Cigar Company was the recipient last week of a handsome umbrella and cane at the hands of the Company's selling corps and office staff. Among those who shared the ensuing festivities were E. H. Gato, F. H. Gato, Asa Lemlein, R. B. Cowley, A. C. Calisch, Mr. Hanson and Jos. Carlisle. Mr. Wyatt wet the umbrella, though the raindrops have not yet fallen upon it.

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package
Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the Wholesale and Jobbing Trade only.
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

NEWS NOTES.

A new cigar factory has been opened at Peru, Ill., by Martin & Clevell, on East Main street.

Sam Rothrock, cigarist, at Logansport, Ind., has taken Ed. Donovan into partnership in his business.

Lewis Killen has purchased the tobacco business of Louis Helm, at State and Jay streets, Schenectady.

The Chapman Cigar Co., formerly located at Marion, Ind., has removed its business to Fort Wayne, Indiana.

Charles Buchanan is negotiating for the purchase of the cigar and tobacco business of Gus A. Seidler, at Hannibal, Mo.

Charles Ballou, former publisher of the Baldwinsville "Gazette," has started a cigar factory at Baldwinsville, N. Y.

It is reported at Marion, Ind., that the American Cigar Co. will establish a plant there, with the expectation of employing from three to four hundred people.

Ollie Hungerford, of Kalamazoo, Mich., will soon open a new cigar store on West Washington street, South Bend, Ind.

James W. Smith has discontinued his cigar and news stand in the Laura Building, at Second and Market streets, Alton, Ill.

Adolph Reuter, Jr., formerly employed by H. Traband, cigar manufacturer at Lebanon, Ill., has opened a factory at Baden, Clinton County, Illinois.

W. G Dunnington, of Farmville, Va., buyer for the Austrian Tobacco Begie, contemplates opening a branch establishment at Richmond, Virginia.

A new cigar factory will be opened by Louis Kelly at Kearney, Neb. Claude W. Roe, of the same place, has disposed of his tobacco business to Earl Spafford, who has taken possession.

The Western Tobacco Co., of Kansas City, Mo., increased its capital stock from $25,000 to $50,000. Notice of this increase was filed in the recorder's office on the 21st inst.

President Henry Deisel of the Deisel-Wemmer Company Lima, O. denies the recent report that his factory had been sold to the American Tobacco Company. He further says that there have been no negotiations, but representatives of the American are known to have been in that city.

W. H. Yaco, of Storm Lake, Ill., has sold his cigar business to W. M. Beal, formerly of Gibson, Del., where he conducted a factory for ten years past. Mr. Yaco will remain in Mr. Beal's employ.

During a series of fires at Columbus, O., last week, the wholesale grocery establishment of Samuel Stevens, on East Spring street was destroyed. Chas. O. Smith, a tobacconist on East Main street also suffered a loss.

Benj. C. Lozier has succeeded to the cigar manufacturing business heretofore conducted by Lozier & Bowers, at Waterloo, N. Y. Mr Bowers retires and a new building be taken just south of the post office. A retail department will also be opened in the new quarters.

The following statement was made in London, January 24th: George P. Butler, a brother of William H. Butler, president of the Universal Tobacco Company of America, denies that any boycott of the American Tobacco Company is contemplated here. The Universal Company, he says, has concluded a deal by which it acquires an interest in the Henry Clay and Bock Company of Havana. Otherwise nothing has yet been accomplished.

The El Pintor Cigar Company, of Chicago, has been incorporated with a capital of $2,500, by Harry E. Lanfield, Emmet F. Knight and Charles E. Ross.

E. P. Gresh, of W. K. Gresh & Sons, Norristown, Pa., is now in Chicago, and is making his headquarters with Lord, Owen & Co. It is reported that important negotiations are on foot, looking toward an active campaign on the "Pathfinder" nickel cigar, one of the products of the Gresh & Sons' factory, and of which Lord, Owen & Co. are distributers.

Henry Dahl, trading as the Martinsburg Tobacco Co., Martinsburg, West Va., is said to have departed for parts unknown, leaving numerous bills unpaid. Among the largest creditors are Irvin & Leedy, of Shenandoah Junction, who have bills aggregating $700, and have instituted suit to recover $250 the amount now due. The balance is in notes which have not yet matured. The establishment was elaborately fitted out, and an apparently flourishing business was done for a short time. There is said to be a girl in the case.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS. Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

W. K. Gresh & Sons, Makers,
Factory 1839, **Norristown, Pa.**

Weigman Bros., Rabinovitch & Co. L'm'd.

IMPORTERS AND MANUFACTURERS OF
Russian and Turkish *Tobacco & Cigarettes*
OF THE FOLLOWING BRANDS
TRADE MARK WR *Medjidie, Ruble, Shah, Etc.*
517 SOUTH FOURTH STREET, PHILADELPHIA, PA

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany, } Wis

Reading, Pa.

Philadelphia Tobacco Pencilings.

Robbers and theives seem to have been working overtime lately in this city. The policemen of the Fourth District arrested last week in the building at 232 Race street, Charles Gibson, of Seventh and Race streets, and William Clemenger, of Mt. Holly, N. J., who were found in the building having packed up a quantity of cigars to carry away, when their operations were interrupted. They were held under $1,500 bail for a further hearing this week. Charles Henry, of 815 Willow street, and Edwin Smith, of Chelten avenue and Limekiln Pike, were arraigned in the Central Station last week charged with the larceny of 12,500 cigars worth $500 from the Reading Railroad. The cigars had been stolen several days before, near Wayne Junction. Henry was arrested on Friday afternoon at Eighth and Vine streets and when a policeman went to the man's room he recovered the cigars. Henry said he was taking care of them for a man who had bought them at an auction. Smith's arrest soon followed. Both of the accused were held under $1,200 bail for a hearing on Friday next. This makes at least twelve or fifteen robberies of cigar stores and kindred establishments which have been reported during the past month.

Wm. M. Frost, a deputy collector of Internal Revenue, who visits the cigar and tobacco trade in the vicinity of Third and Arch streets, was arraigned before Magistrate Jermon, charged with perjury and intent to defraud, by Chandler Bros. stock brokers of this city, by whom it is alleged that he gave them orders to sell 100 shares of Northern Pacific, one lot to be sold at 105 and the other at 123. On December 10 Frost made affidavit that he had never authorized the orders. P. M. Chandler produced the orders, which he swore he had seen the defendant sign. The examination was continued until Friday.

Much activity has been displayed by T. J. Dunn & Co. during the present year, and J. C. Heymann, of this firm, reported to the Paragrapher to-day that they were never busier, that at present they were about ten days behind in their orders, and that within another week a new factory will be opened by them, which it is hoped will enable them to fill orders promptly.

J. A. Rigby and John N. Kolb, of the Theobald & Oppenheimer Co. are now in Havana looking after their tobacco purchases in that city. The party is expected to return to the factory headquarters by the end of this week.

W. K. Roedel Co. are now distributing some new signs for outdoor use. The signs are made of wood, and about four feet long, making a very striking appearance. They are now being distributed among the firm's numerous customers in this city and other places.

Frank Teller, of Frank Teller & Co., is making a flying western trip. At this writing he is visiting the trade in Denver, and may return to this city next week. It is reported at their office that he has been meeting with a hearty reception all along the line, and that orders for the "Royal Blue" and "La Flor de Teller" are multiplying at a rapid rate.

Quite a nice lot of tobacco was recently received at the factory of Ventura Blanco, which was purchased by him when he was in Cuba during the past few weeks.

Some extensive billboard advertising is being done by Oblinger Bros. & Co. on their "Vesper" five cent cigar, throughout this city and along the railroads, extending as far as Reading.

Stephano Bros. of this city, well-known Egyptian cigarette manufacturers, who have for some time occupied the building at 904 Walnut street, have recently leased the building at 911 Walnut street, and expect to have 150 operatives at work before the end of this week. It is easily the most extensive cigarette factory that this city has ever known. Their "Ramesis II" has become a firmly established brand with thousands of smokers who enjoy the delicate aroma of pure Turkish tobacco, rolled in the true Egyptian style of workmanship. Their goods are now as well known in New York, Boston, Chicago and Denver as they have been for some years in this city.

J. S. Geller & Son, distributers of the "Pathfinder" and "General Use" cigars, manufactured by W. K. Gresh & Sons, Norristown, Pa., are evidently doing a thriving trade in this city. Recently they have added to their line a comprehensive stock of cigarettes, etc., the product of independent factories, among which are the "Sovereign," manufactured by the Universal Tobacco Co., of which a special and unique window display is shown this week.

E. Y. Sterner's Sons recently launched a new five cent brand, under the title of "Prudence," which is already promising much success. The goods are packed in plain cedar boxes, and are at present made in conchas size only. We are informed that the sale of these goods so far has exceeded their most sanguine expeceations, and that preparations are now being made for a largely increased output.

The old establishment of H. Aufderheider & Son, at Third and Walnut streets, is now in a flourishing condition, considering the time of the year. Their Atlantic City store, which is one of the most prominent establishments on that island, has been thoroughly renovated, and a remarkably good business has been done during the present season. A good spring trade is also in prospect at this establishment.

H. C. Nolan & Co. have discontinued their office at 134 N. Third street, this city, and removed their headquarters to the factory at Lansdale, Pa.

The Liberman Machine Company, manufacturers of the Liberman Suction Machine, or wrapper rolling table, have equipped a complete and modern plant for the manufacture of their device, and last week shipped the first machine which had been built complete at their own plant. A force of thoroughly experienced mechanics is employed in building these machines, and the company reports that they are at present behind-hand in delivering the same, owing to the difficulties encountered by not having their own plant in thorough working order, all of which obstacles have now been overcome. Orders for a good many machines have been booked lately, and these will be shipped just as quickly as they can be made, which in view of their present facilities, will not require much time.

I. Bernstein, who has been for some time conducting the cigar business at 205 North Eighth street, is making a specialty of his "205" brand. His business is reported to be quite satisfactory. This store is surrounded by numerous theatres and other places of amusement, from which a large patronage is drawn.

W. M. Kroninger some time ago succeeded to the cigar business of S. Bortel, at 1130 Race street. Mr. Kroninger is continuing the business under the name of the Keystone Cigar Store, and is carrying a large line of the more popular goods made by Philadelphia manufacturers. In addition to the cigar trade a complete assortment of smoking tobaccos, etc., is also carried. The trade of the establishment appears to have been extended quite nicely, and it is stated that it is still increasing.

George F. Huntly, the popular manager of the Continental Cigar Stand, is fast becoming a great favorite among the guests of that old established hostelry. He has studied the wants of every regular patron of the house, and knows exactly what grade of goods to hand to each one as they approach the show cases, which is perhaps not an easy thing, considering the very extensive variety of goods handled.

Joseph E. Tuck, when called upon by the Paragrapher last week, stated that he had nothing to say in the way of news, but he continued, "Just tell them that there is nothing like a 'Tuck' cigar," and of course we want to fulfill our promise. Mr. Tuck operates two stores, one at 12 Market street, and the other at 202 Chestnut street, at both of which places a very prosperous business is being done. The "Tuck" cigar referred to is a special brand manufactured by Mr. Tuck, and it is only quite natural that he should consider it better than the best.

Sidney Lester stopped in Philadelphia en route to the West with a line of his firm's clear Havana goods.

We have perhaps not for some time had a more prominent list of visitors to this city than have been here during the past week among whom we may mention: L. Goldsmith, of L. Goldsmith, Bros. &

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS *American Lithographic Company* CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER.

Quality and *Price* are Potent Factors in the Cigar Trade

We can demonstrate the former and guarantee the latter in our

Wyoming Elk 10c. Cigar

Correspondence solicited from desirable dealers
Samples for the asking
PENN CIGAR CO.
838 Chestnut Street, READING, PA.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

Schuster's *Civita* CIGARS
N. E. Corner
23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.

E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383--385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

Co., Pittsburg, who was accompanied by J Eisman, of the same city; Sol Rosener, of the American Cigar Co., Sidney Lester, with V Martinez. Ybor Son & Co., Sidney Winter, of M. Perez & Co, Mr. Schmid, of E Regensburg & Son, New York, N J. Rice, of the R. & W. Jenkinson Co., Pittsburg, Col Al. Owen, with Salvador Rodriguez, and Mr. Lengel, of Lengel & Ernst, Reading.

IN THE LEAF CIRCLES.

One of the social functions of the present society season will no doubt be the marriage of Mr. Milton Herold, the popular secretary of the Loeb Nunez Havana Co., which will take place on the 12th proximo. The bride to be is Miss Jessie L. Wedell. The marriage ceremony is to take place at the home of the bride at 1410 North Broad street. A bridal tour has been arranged and the couple are to spend their honeymoon in Florida.

It is reported to-day that Julius Marquesee, of New York, while in this city during several days of last week, disposed of about 700 cases of different kinds of tobacco.

The trade in this city has been rather quiet, but traveling seems to be more than usually active. J. W. Eckerson, of F. Eckerson & Co., is making a tour among the firm's customers in New York city. Tom Stavely, of the John B. Heil Co., is spending the week among Pennsylvania manufacturers, as is Leu Mueller, of Dohan & Taitt.

F. Eckerson & Co's. full page ad. this week tells the whole story, but wastes no words in doing it: "300 bales of the finest and lightest Connecticut wrappers." Not much chance to misunderstand that statement.

Dohan & Taitt are receiving encouraging reports from Ed. Levison, their Western representative, and some highly satisfactory orders have been received from him this year.

Frank Dominguez, of E. A. Calves & Co., is expected home from Cuba this week. The firm has just received an invoice of 62 bales of Havana tobaccos, recently purchased by Mr. Dominguez.

Benj. Labe, the head of the firm of Benj. Labe & Sons, informs me that they have had a highly satisfactory business this year, and that Jake Labe, of this firm, is doing exceptionally well in the West. Sidney Labe is making his accustomed rounds in Pennsylvania.

Julius Vetterlein is expecting to make a visit to Cuba, and will leave here on Friday, via Tampa.

Among the week's visitors were S. L. Johns, McSherrystown, Xenophon Hanna, leaf tobacco packer of Dayton, O., W. E. Gheen, Antis Fort, Pa., and J. W. Duys, of H. Duys, Jr., New York. Mr. Duys will visit the trade here in company with J. A. Kinney, the local representative of the house.

PHILAD'A LEAF MARKET.

A somewhat improved condition now exists in the leaf trade of this city, although they have not yet fully recovered from the warm agitation of the Cuban reciprocity matter, which was the chief topic of discussion among the trade during last week. Manufacturers seem to be more willing to look over samples and that some purchases will result is only reasonable to expect.

Pennsylvania broad leaf has received considerable attention and an excellent demand still exists for light Connecticut wrappers. In any event leaf salesmen are now becoming more active as the season advances, and some good results may be expected.

In Havana no large transactions were reported but not a few are pending.

A moderate business has been done in Sumatra, but the transactions of the week are not as satisfactory as hoped for.

EXPORTS.

Antwerp,	132 tons.
London,	31 tcs. strips.
Liverpool,	16 hhds. strips.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Leaf Warehouse Burned.
Special to The Tobacco World.

MIAMISBURG, O., Jan. 28, '02.

H. Tietig & Co's leaf tobacco warehouse was burned last night A large quantity of new Zimmer Spanish tobacco was consumed.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Jan. 27, 1902

The leaf market of this city has been fairly active again. Three packings, aggregating 3,000 cases, changed hands, the purchasers being nearly all New York firms. Leaf dealers have also had a fair trade. Considerable buying of the new crop is now going on, prices ranging at a fair average from 7½ to 8 cents. But few crops were sold at more than 8¼ cents, with the exception of Havana, one crop of half an acre, which was purchased at 10 and 2. Large quantities of tobacco were received last week, and warehouse vicinities now presenta moreanimated appearance.

Mrs. Henrietta Ryder, mother of Lewis Ryder, wholesale cigar jobber of this city, and Harry J. Ryder, general manager with S. R. Moss, and mother-in-law of S. R. Moss, died in this city last week. Mrs. Ryder was making her home with Mr. Moss, at 709 North Duke street.

S. M. Hess, a cigar salesman, has been convicted upon the charge of embezzlement preferred by W B. Eisenberger. He is being held on a similar conviction upon charges made by A. B. Levenite, a manufacturer of this city. Sentence was not imposed in either case. It is stated that a motion will be made for a new trial.

The large cigar factory formerly occupied by S. E. Hess, at Akron, has been leased by the Martin Kinports Co., of Ephrata, who purchased the entire outfit of Mr. Hess. The former is expecting to increase the force of workmen to about 50 or 60. H. W. Killian, of Ephrata, will have charge of the factory as manager.

Cigarmaking is reported as rather dull in several towns of this county.

Imports of Cigars and Leaf Tobacco
FROM HAVANA
Per steamers "Esperanza" and "Mexico."

CIGARS	cases
Park & Tilford, New York	38
Acker, Merrall & Condit, New York	28
G. S. Nicholas, New York	11
B Wasserman, New York	11
Duncan & Moorhead, Philadelphia	6
Waldorf-Astoria Segar Co., New York	6
Estabrook & Eaton, Boston	4
J. Wagner & Son, Philadelphia	3
S. S. Pierce Co., Boston	3
The Weideman Co., Cleveland	3
L. G. Deslcher, Indianapolis	2
M. A. Newmark & Co., Los Angeles	2
J. Baron, San Francisco	2
Henry Straus, Cincinnati	2
C. B. Perkins & Co, Boston	2
Robert Steel, Philadelphia	2
Michaelis & Lindeman, New York	2
C R. Wolf. New York	1
Reymer Bros., Pittsburg	1
Oscar Cranz & Co, Richmond, Va.	1
Esberg-Gunst Cigar Co., Portland, Ore	1
Total	131
Previously imported	233
Imported since Jan. 1, 1902,	364

LEAF TOBACCO	bales
Laverge & Schneider, New York	216
L Kuttnauer & Sons, Detroit	136
Sutter Bros., New York	139
J. Bernheim & Son, New York	120
American Cigar Co., New York	119
Loeb-Nunez Havana Co., Philadelphia	100
A. F. Rico & Co., Boston	96
S. L. Goldberg & Sons, New York	90
F. Miranda & Co., New York	89
S Ashner, New York	70
Sutter Bros., Chicago	70
Jaime Serrahella, New York	68
E. A. Calves & Co., Philadelphia	62
Manuel Alvarez & Co., New York	51
W. Steiner & Sons, New York	50
L. Friedman & Co., New York	42
Wm. Glaccum & Sons, New York	40
Sussdorf, Zaldo & Co., New York	39
Arturo Ruiz, New York	35
M. J. Lopez & Co., New York	22
I. Bijur & Son, New York	20
F. Schultz & Son, New York	20
M. Stachelberg & Co., New York	20
J F. Portuondo Cigar Mfg. Co., Phila	18
Havemeyer & Vigelius, New York	16
J. Gonzalez & Co., New York	15
Carl Upman, New York	15
Benj. Labe & Sons, Philadelphia	15
J. P. Castenado & Co., New York	14
Hinsdale Smith & Co, New York	13
B. Diaz & Co., New York	12
Rodrigo, Fernandez & Co., Cleveland	10
Sherman Bros. & Hayden, Milwaukee	10
Church & Co., Buffalo	9
G. Salomon & Bro., New York	9
S. Rossin & Sons, New York	5
L. M.	8
Total	1,873
Previously reported	4,049
Imported since Jan. 1, 1902,	5,922

L. P. Bradbury has succeeded to the cigar business of Elmer Williams at Walla Walla, Wash.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

News from Trade Centers

BADGER STATE NOTES.

Some riding has been done lately Deliveries of the new crop are being made at a few of the packing points where warehouse handling was commenced.

About 500 cases were recently purchased for S. Rossin & Sons.

The American Tobacco Co. opened a big plant last week at Sparta, employing about 350 hands; this force is to be increased to 500, mostly girls. Local merchants are delighted with this turn of affairs.

Mr. Joel, of Edgerton & Joel, Boston, Mass., has been through the State lately.

Charles F. Tallard is now on a trip East.

CONNECTICUT VALLEY NOTES.

At Sutter Bros' warehouse in Hatfield, ten tons of Havana seed leaf was recently received from Suf field. About 80 tons have been sorted and packed so far this season.

Bijur & Son have also been receiving considerable tobacco lately.

CINCINNATI.

Trade conditions are normal at present, there being no particular change to be noted in the general trend of affairs.

Nothing of a very startling nature is happening, and the volume of business is about equal that of the usual January.

Alexander Pappenheimer, who was appointed one of two delegates to represent Cincinnati at Wash ington last week, when the leaf dealers had their little spiel before the Ways and Means Committee, was unable to attend, owing to a sudden illness on Sunday morning. Mr. Lang T. Anderson, Jr., made the trip himself and ably did all that was required of him. He stated that it was his, as well as the general impression that little or no change would be wrought in the tariff at this session of Congress. Mr. Pappenheimer is not seriously ill, his condition at present being much improved.

The cigar leaf auction market last Saturday amounted to 153 cases, including offerings of the old and new. There were 82 cases of old Zimmer, which brought an average price of $5.08; 18 cases of Northern Ohio, averaging $6.65; 13 cases of old Dutch, bringing $7.02; 16 cases of old Seed Leaf, selling at $3.80; 12 cases of new Dutch, averaging $2 90; 4 cases of new Seed Leaf, bringing $2 65 and 5 cases of new Zimmer, bringing $3.15. The market was only fair, the poor light affecting the buying to no inconsiderable degree.

Mr. Henry Tietig has been elected a director of the local Seed Leaf Board of Trade, to serve as such during the coming year.

Hirsch Bros., the local manufacturers have struck a good thing. During the holidays they made as an experiment, a large two for-a-quarter size of their "La Verena" clear Havana brand, and introduced it to their trade. It proved to be just the thing, and at once became popular. Now it forms one of their regular sizes and they report an excellent trade on it.

A very heavy run in the way of window displays is being made here on the "Turkish Trophies" high grade cigarettes. The displays are very pretty, the color scheme in all instances being a rich, oriental red, giving a splendid effect. Dealers pronounce the brand as rapidly becoming a prime favorite.

A fine shipment, including various sizes, of "La Flor de Ruy Lopez," the leading clear Havana brand made by the Ruy Lopez Co., has been received by W. W. Bozman, who states that it is one of his best sellers. The label is especially unique.

The "Woodlawn Lily" nickel brand formerly handled by Krohn Bros., in a jobbing way, has now been acquired by them as a private brand, and they intend to make it one of the most prominent nickel brands in the city.

Quite an array of cigar leaf salesmen are in town, their number including Henry Hollander and Chas. Waxelbaum, of A. Cohn & Co.; Al. Ettlinger, of Emanuel Hoffman & Sons.; F. Inkstietter, of John Brand & Co., Nestor Schloss, back again with S. Rossin & Sons, and E. W. Bolenius, of Weil & Co.,

Steady packing and sampling of the 1900 crop is now going on in the country, and the samples are showing up nicely. Those who have choice packings will make money on their holdings, as the tobacco is giving satisfaction.

A new nickel brand has been taken on by Peebles. It is a clear Havana cigar, made by Renach, Thorsch & Co., of Philadelphia, and is called "Gorilla Brevas." They are selling very rapidly.

Joseph Wertheim, of E. M. Schwarz & Co., was a welcome visitor here this week. He spoke very enthusiastically of the outlook, and expects to greatly increase the trade of his firm this year. Mr. Wertheim, by the way, is going to contribute to the Comic History of Tobacco now running in THE TOBACCO WORLD, but he would divulge nary a word as to how he was going to treat his subject.

J. S. Dunlap representing Arguelles, Lopez & Co., was also a visitor here this week, as was Mr. Levy, of the Wm. Demuth Co. Mr. Morris, representing Sauchez & Co., was also here.

A late arrival is Jake Labe, of the Philadelphia leaf firm of Benjamin Labe & Sons. He is a welcome addition to the local colony of leaf salesmen.

The local seed leaf board of trade met Saturday at John Oberhelman's office. The first and important matter was the report of Mr. L. T. Anderson, Jr., who represented the local dealers at Washington last week. He gave a brief outline of the work done. The board then appointed a committee to draw up a memorial and petition against the use of paris green by farmers on tobacco, and to present the same to the General Assembly of the State. A copy of the resolutions will also be sent to each representative to the Legislature of the tobacco growing districts. Arrangements for the coming National Convention of leaf dealers was then discussed and President Newburgh appointed the following committee: Badges and souvenirs, Messrs. H. Newburgh, S. Roth, Mr. Newburger; on engraving, Messrs. John Oberhelman, Sig. Haas and John Lauer; banquet, music and cigars, Messrs. M. Krohn, Mr. Eisenberg, A. Pappenheimer, Ed. Busch, S. M. Newburgh, H. Meyer; trolley, Julius Frei, Ed. Busch, and John Staun. One of the most pleasant features of the convention will be the "Bier Abend" and the following sons of Teuton will arrange it: Messrs. Henry Tietig, M. Gunther, H. Meyer, W. F. Dohrman and L. Feiss. The committee on hotels and reception consists of Messrs. L. T. Anderson, John Oberhelman, John Daly, Mr. Haas, T. S. Dohrman, Jr., George Berger, L. Salinger, A. Tietig, Fred Miller, L. Newberger S. Brunner and W. T. Richard. The convention promises to be a great success.

SAN FRANCISCO.

There is complaint among the trade here of the lateness of the arrival of shipments of Tampa goods. Consequently they are looking forward to the coming of Sam Caro, which was expected on Monday of this week, hoping to glean some satisfactory knowledge of the actual situation. Mr. Caro is the representative of Bustillo Bro. & Diaz, and when here usually makes his headquarters with Michalitschke Bros. & Co.

Considerable price cutting is being indulged in by department stores in 'Frisco. Many standard cigars are being advertised at nine for twenty-five cents.

Charles J. Simon, representing La Paz, Parsons & O'Halloran, has gone to the East where he will spend several weeks.

Jack Illoway, formerly of Illoway & Coon, New York, is expected to make a visit to the trade here in the interest of L. Kahner & Co., to succeed Mose Wolff, who recently took a position with A. Coolot & Co., who operated in this city and Sacramento. The Coolot Co. are handlers of the L. Kahner products.

HAVANA, CUBA.

It is reported that the American Cigar Co. have purchased a site in Pinar del Rio, and will erect there a packing house sufficiently large to handle 20,000 bales of tobacco.

M. F. Schneider, of Laverge & Schneider, New York, who has been in Havana for some days is reported to have bought several hundred bales, besides purchasing a vega in the Trumbadero district, which when cut and packed may yield two hundred bales or more.

Lanfield Bros., of New York and Chicago, have opened a cigar factory in the city of Havana. The negotiations were concluded by J. M. Lanfield, of this firm, who has just returned to New York.

Capt. M. E. Flaherty and his company made several extensive purchases last week, consisting of about 1,800 bales of Vueltas and Remedios for Mr. Schulz and 2,500 bales for Mr Opp, of Weinheimer & Opp, St. Louis.

Phil. Fonseca, of Fonseca Bros., Philadelphia, also purchased several lots, and returned home last week.

Says Five Cent Havana Cigars Might Appear.

A. W. Davis, secretary of the firm of Louis Peters & Co., Detroit leaf tobacco dealers, in commenting upon the effect that a reduction in the tariff on Cuban tobacco would have on the American farmer, declared that as far as the firm is concerned the reduction would not affect it.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

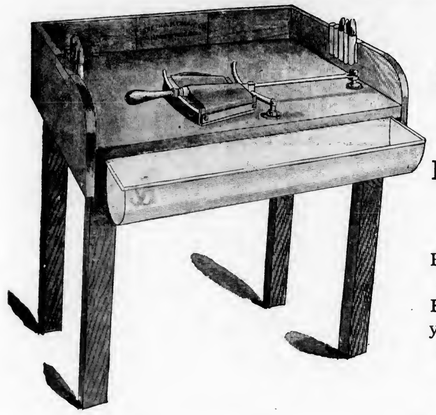
F. E. Eberly,
Manufacturer of High-Grade **Union Made CIGARS**
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

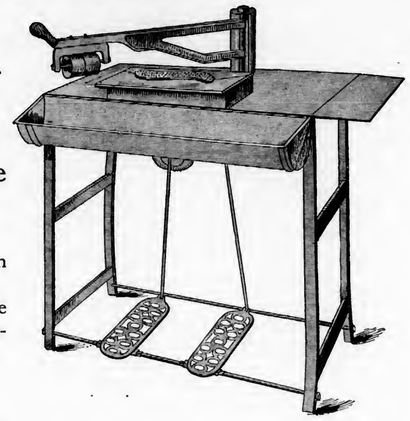
UNANIMOUSLY PROCLAIMED SUPERIOR.
The American La Melville Trade-Mark
E. Regensburg & Sons,
Havana Cigars
118-120 Hudson St., NEW YORK.
Havana Scraps and Cuttings for Sale.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produ ces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J. W. BRENNEMAN,
Packer Dealer Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

"But it might put a few of the New England tobacco growers out of business," he said. "Naturally it would stimulate the business of growing tobacco in Cuba, and a curtailment of production in the United States would benefit the Cuban farmer. Last year the firm of Louis Peters & Co. packed about 5,000 bales of Havana tobacco, valued at about $250,000, buying it direct from the growers and packing it at our warehouses in Cuba Some of this was high-grade tobacco, some of the bales being worth $800 apiece. Others went as low as $14 a bale. Most of this cheap stuff goes to Germany. The sale of Zimmer Spanish, which is grown principally in Ohio, and which has long been used as a filler, being substituted for Havana tobacco in five cent cigars, keeps up to the average. It will be some time before the Cuban product can possibly supplant the Zimmer. The best Zimmer is better than the poorest Havana tobacco. No, I do not think we will have a cheap cigar, say a five-cent grade, that will contain a fair quality of Havana tobacco for several years."—Detroit Free Press.

Holsmeister Bros., cigar manufacturers at Salina, Kan., have just taken possession of a recently erected building for their cigar manufacturing business.

IN THE
Comic History of Tobacco
Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes with be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____
Name ____ Street, ____
City ____ State ____

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

HOW IT IS IN YORK.

YORK, PA., Jan. 27, 1902.

Tobacco buying has been developing large proportions during the past few days, although there are some very choice selections remaining for which fancy prices are asked. Eight and two are high prices, and destined to make higher priced tobaccos next year, although such prices have been paid previously. Very light complaints are heard regarding the cigar trade. Those who have predicted bad trade for the opening of the year, and the "calamity howlers," calmly advance the date of depression. Some maintain April first. Doubtless their predictions will prove correct, if the guessing is continued long enough, but for the present, and for some time in the future, it can be safely estimated that trade will continue good.

The new warehouse and factory to be erected in spring by H. Stiles, promises to be a large and commodious building, located in a desirable part of the city—to the rear of Philadelphia street, one half block west of Duke. Mr. Stiles' business has outgrown the old building and better and more convenient quarters were necessary, culminating in the present project, to be developed, as stated before early in the spring.

Dugan & Funk of Goldsboro, have on the market a good production, in the shape of a nickel cigar. The brand is the "Red Wolf," and the cigar is a thorough good smoke.

G. Cruse, of Baltimore, who will assume the management of the Baltimore Department Store in the near future, was in the city and county, arranging for and buying cigars in connection with his business.

Fulweiler Bros., cigar manufacturers, located between Queen and Pine streets, are arranging to move their factory to Marietta.

Miller & Mitzell, on the Plank road, are shipping large quantities of cigars. A slight fire occurred at their establishment during the past week, doing however, little damage.

The recent high quotations for cuttings have given an impetus to the stripping business, which is assuming great proportions, both in the county and city. Some factories have adopted this employment exclusively, as affording to themselves, it seems, more lucrative employment than manufacturing cigars.

T. F. Adair, of Red Lion, writes that he has been very busy since January 1.

D. E. Woodmansee, of Spring Forge, informs me that he has been having a very nice business for some time past, and that not in years has a new year begun with as good prospects ahead for him as did 1902.

Samuel C. Weaver, who has been for eighteen years connected with the cigar industry of this city and during the past fifteen years was a foreman in the cigar manufacturing department of Celestino, Costello & Co., of York, has purchased an interest in the Winget Machine Co., and will occupy the position of general superintendent in the construction of the various cigar making devices which the concern manufactures. Mr. Weaver will be pleased to meet his numerous acquaintances in the cigar trade.

About twenty of the York county cigar manufacturers are said to have contributed an average of 30,000 cigars each, or 600,000 in all, to the Friedman Columbia Dome Cigar Co , of St. Louis, whose failure was announced last week. One prominent cigar manufacturer remarked recently that he was now going to pay more attention to the selection of salesmen than to the efficiency of commercial agencies.

I learn from the Winget Machine Co. that this month so far has been one of the best months they ever had, which shows that cigar manufacturers are evidently preparing for more business this year than ever before.

The Paragon Cigar Co., of this city, have lately launched on the market a meritorious cigar styled "Miss Bob White," which bids fair towards becoming a winner. This factory, which is one of the oldest in this city, employs a good force of hands, and controls an excellent trade, all of which reflects credit upon Albert Baylor, the proprietor.

The good resolutions adopted by

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

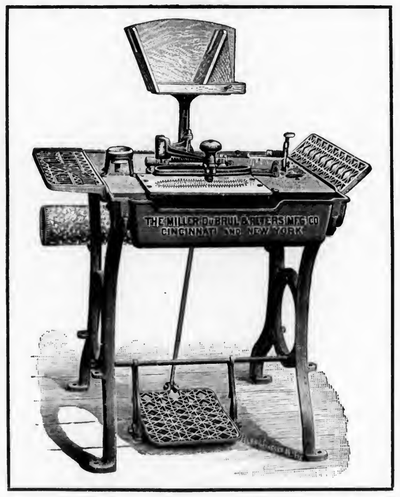
Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

THE TOOL AND THE HAND

By use of the DuBrul Dieless Suction Table and the hand of the operator you get a perfect cigar, and a perfect cigar is what we are looking for.

The imperfections of a machine made cigar are many and glaring.

A machine could make a passable cigar if every bunch were like every other bunch. Such is not the case, but the machine goes on working just as if it were, and no wrapper really and faithfully follows the lines of the bunch; consequently, we have loose wrappers, pockets, false heads, and a cigar whose wrapper shrivels up and makes what would otherwise be recognized as a fine smoke look like a twofer.



The human hand is the only machine that can properly roll and wrap a cigar.

The hand of the operator with a wrapper cut and held stretched on a DuBrul Dieless Suction Table makes a cigar which comes as near perfection as anything produced by human effort can be.

The Dieless Table has come to stay. It will most certainly supplant all other tables.

It cuts a better wrapper than a table fitted with dies and rollers could possibly cut. It doesn't get out of order and require constant attention and repair. It leaves the table open and flat for the operator to work upon, with no dies or other makeshift in the way. Palm work comes natural instead of finger work, as is the case when dies are used.

This table is so simple in action, and its working parts are so few and easily understood and kept in good shape, that operators are glad to use it; they won't use any other if they can help it.

To further progress, we should like to see some way to improve this table, but how it can be improved we must admit is altogether too much for us.

There are a multitude of reasons why this table is needed by you, and a line from you will bring the reasons from us.

If you must use a Die Table, you ought to use the best of that sort. We make it, and we can show it to you at our offices.

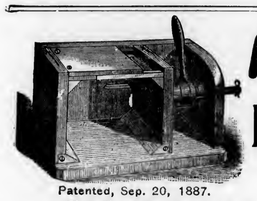
Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

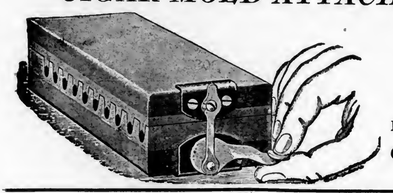
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

tobacco salesmen on the first of January seem to have culminated in each case at about one and the same time, so far as visiting this neighborhood is concerned, for there were a good number, of which the following are a few: Jack Kinney, with H. Duys, Jr., Barney Regenberg, with Hinsdale Smith & Co., Oscar Boehm, with Bremer Bros. & Boehm, Samuel Kauffman, the inveterate label man, Mr. Bamberger, with Auerbach & Co., Julius Eckerson, with F. Eckerson & Co., and Walter Stewart.

THE TRADE IN READING.

READING, PA., Jan. 25, 1902.

Internal Revenue Collector Fred. W. Cranston has just closed up his books for 1901 for this division. This is one of the leading districts in the United States. It now comprises Berks and Lehigh counties; the latter was added during the year. In the manufacture of the cigar output for this district 2,239,905 pounds of tobacco were used by the manufacturers. The number of cigars made was 125,334,700 There were sold during the year 125,008,673. The product shows an increase of 43,270,582 over the previous year, this gain was due to the fact that Lehigh was added to this district. There were 307 cigar and tobacco factories in operation in the division, and the rate of manufacture was 18 pounds of tobacco to 1,000 cigars. A quarter of a million pounds of tobacco was packed by the manufacturers of smoking tobacco in two ounce packs principally. There are 20 registered leaf tobacco dealers in this district.

P. A. Russel filed a bond for a new cigar factory which he started up at 446 North Ninth street last week. He will introduce several catchy brands in a week or ten days but as yet has not distributed any goods.

Cigar manufacturer Frank Ganter, who has his factory in the rear of his residence, 111 North Ninth street, is exceedingly busy, and employs a force of twelve hands on full time. He recently enlarged his factory.

Quite a surprise was sprung on the admirers of local femininity last week, when announcement was made that the proprietors of the leading hotels and cafes in this city have found it necessary to prohibit the smoking of cigarettes by young girls and women in the parlors and drinking rooms of their establishment. The announcement that matrons and maids are addicted to the smoke habit in Reading caused no little surprise, and anxious parents are submitting their daughters to severe cross examinations. The cigarette fad, it is asserted has gained quite a foot hold among young women here and steps will be taken to prohibit the indulgence.

County Detective Regely, who was sworn into office on the advent of the new year, made another raid on the operators of slot machines in this city and confiscated several. Warrants were sworn out for several of our prominent merchants, but fortunately none of the offenders are among the list who were recently tried by Judge Ermentrout, who held sentence and fine over them for their future good behavior. What will become of these cases remains a question, for the court has given repeated warning and is bound to oust the slot machine.

A well known local cigar dealer of this city was arrested on the charge of selling cigarettes to small boys. About fifteen boys ranging in age from seven to eleven years testified that they got cigarettes and tobacco at his place of business.

E. E. Taylor, is still maintaining the highest grade of excellence and quality in his popular brands, and his local trade is moving along very nicely.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
25,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
JACKSON & LEBER No. 1597
Successors to W. C. JACKSON, Manufacturers of
Our Special Brands: La Especial—5c. King of All Eagle Cliff's Sports
HAVANA AND SEED CIGARS
Special Brands to order. DELROY, PA.

D. B. GOODLING
Manufacturer of CIGARS Jobbing Trade only
Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

Lengel & Ernst are making rapid strides to the goal of their ambition. They are very busy on their 10-cent product, the "Tulpehocken." J. L. Lengel, a member of the firm, leaves shortly on an extended trip in the interest of their new brand the "Floradelphia."

The cigar leaf men here are quiet. The united expression of the trade is against tampering with the tariff on Cuban tobacco, and they hope for no change.

Harry T. Fick is meeting with great success on his popular brands, the "Antietam" and "Thoroughbred." He has embarked exclusively in the manufacture of union made goods, and the indications are he will double his output this year.

William W. Riegel says that since the introduction of his new brand, the "Quintus," the demand for this article by a special class of patrons in the coal region can hardly be supplied fast enough.

H. H. Sheeler is more than pleased with his business of last year, and the indications are that he will double it this year. The "Havanola," his 5-cent leader, enjoys one of the largest local trades in the city, and is shipped in large numbers throughout the state.

William A. Smith has moved his cigar and tobacco store from 1752 to 1735 Cotton street.

H. H. Wentzel is meeting with great success on his new brand, the "Bayard," and the "Shamrock" still remains a good local seller. Mr. Wentzel recently made a number of improvements in his factory and now has more ample facilities.

POMPEY.

AMERICAN AGGRESSION.

Operations in England, Russia, Cuba, Mexico and Possibly France.

It is reported from London that President Duke of the American Tobacco Company will control the 6,000 lincenses of the United Kingdom Tobacco Dealers' Alliance as against the interests of Messrs. Salmon and Gluckstein, who have agreed to sell only the products of the Imperial Tobacco Co. Mr. Duke's opponents recently made their first cut, 3d per package on Gold Plate cigarettes.

From St. Petersburg, under date of January 22, came a dispatch to the effect that Ernst Gutschow, manager of the American Tobacco Company's works at San Francisco; Judge Bernard Phillips and Rufus Patterson are here investigating the tobacco industry for the American Tobacco Company. They have been conferring with the great La Ferme company, from which arose the report that the latter had been purchased; but this is denied by the Americans.

A special cable to the Chicago Inter-Ocean, from London, on January 22 announces that it is reported that the American Tobacco Company has bought the Henry Clay and Bock & Co. cigar factories in Havana.

The American Tobacco Company has bought out the Compania Cigarrera Mexicana, of the City of Mexico, Mexico.

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer
IN ALL GRADES OF
LEAF TOBACCO
All goods handled at my own warehouses.

Cuban Tobacco Exports During 1901

The following table of tobacco exported from the port of Havana from January 1 to December 31, 1901, was compiled by the U. S. Tobacco Journal:

	Bales
United States	154,005
Germany	55,149
Spain	12,446
Austria	8,106
France	4,200
Buenos Ayres	2,605
Gibraltar	1,225
Vera Cruz	112
Melbourne	98
Canary Islands	74
Colombia	23
Tangier (Africa)	5
Kingston (Jamaica)	5
Total	238,053

The twelve largest exporters for the same time were as follows:

	Bales
Adolfa Moeller	33,698
M. Menendez Parra	15,621
Campano, Garcia & Co.	10,999
G. Solomon & Bro.	8,434
Leslie Pantin	7,812
Sutter Bros.	7,756
Weil & Co.	7,193
J. Bernheim & Sons	6,088
F. Garcia, Bro. & Co.	5,142
Neuhana, Neumann & Co.	4,910
Jose Saurez Mocho)	3,573
Schroeder & Arguimbau	1,930

Western Tobacco Reports.

MIAMISBURG, OHIO.

Light deliveries of 1900 Zimmer and seedleaf are still in evidence at prices previously quoted, and frequent shipments of finished goods from local warehouses are noticed.

Contracting for the new (1901) crop of Zimmer at 10c through by several concerns is still earnestly persisted in. One buyer is reported to have cracked the Sabbath in his eagerness.

When a neighboring young packer several weeks ago started twenty buyers to contracting the new Zimmer, many older and more conservative members of the trade intimated that the venture would probably prove another "wild goose chase," but as time passes, and the buyers do not seem to have encountered any serious obstacles while booking crops right and left, the aforesaid conservatives are reported to be scratching their heads and wondering where they are at. —News.

EDGERTON, WIS.

There is a good deal of apathy in the ranks of the tobacco buyers just at present. While there is some riding being done in the growing sections, the transactions are not very plenty as yet. Between the asking price of growers and what the buyers are willing to pay there is a difference of opinion which is gradually being overcome. With a little more concession business will correspondingly increase

The conditions in the market for cured leaf remain unchanged. A small business is being done at satisfactory prices, mainly to manufacturers. George Rumrill reports the sale of 185cs for the week.

Most of the crop has been stripped and in sections where the tobacco has moved deliveries are being freely made. The crop is coming to the warehouse in good packing condition and but little trouble is experienced in settlements.

Shipments, 1,549cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Nothing offered only privately and only 3 hhd reported sold. Virtually no orders in hands of brokers. Receipts fair and the old stock of leaf at 5½ to 7c; Lugs 4¾ to 5½c, are cheap and in buyers favor; good chances to secure some very fine old stock; also fine opportunity for stemmers and re-dryers. Rehandlers can buy real useful styles of leaf at low prices on account of soft conditions.

Receipts for the week, 225 hhds; year, 390. Sales for the week, 3; year, 41.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week of new crop were 288 hhds; offerings on the breaks 11 hhds; all new tobacco; pubic and private sales for the week ending to-day 16 hhds.

Warehousemen are allowing their stocks of new crop to accumulate before regularly opening the market for such.

The stocks of old tobacco are reduced to about 100 hhds.

The loose tobacco market has been active with free buying by the prizers at an advance of half to three-quarters of a cent.

The stemmers virtually retired from the market some time ago.

For old tobacco we quote:

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9 00 to 10.50

The French Regie.

The tobacco business in France is a very important source of revenue to the government. The capital invested in the buildings, machinery, etc., is $ 0,385,216, and the government generally realizes a profit of between $60,000,000 and $80,000,000. The state usually carries from $15,000 to $20 000 in stock, consisting of raw materials and cigars In 1899 the net profits were $67,276,243 52.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

J. M. McGUIGAN
5 CENT BRANDS
Light Horse Harry
La Colonia
Cassandra
Indian Pride
MANUFACTURER OF AND ALL KINDS OF CIGARS
WHOLESALE DEALER IN and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT
Heat Motor Co.
Manufacturers of the
New Automatic
Advertising Devices
340--342 N. Concord St.
LANCASTER, PA.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

The are a few sales of tobacco occurring in some of our towns and at ridiculously low prices. It seems as though the small growers were demented to sell their crops as they have done. It looks as though the packers were banded together to cut down the figures for which they bargained for the crops in the field last fall. They ignore to a large extent their previous bargains. The result is that a general discontent pervades the whole tobacco growing community, and many men who have been growing tobacco quite extensively are now intending to turn their attention to growing onions, and already land has been bought for the erection of cold storage facilities near the stations on the railways. It may be good policy for the packers to pursue the course they have, but we fail to see it. Honor among thieves is said to be commendable. Whether it is or not among tobacco packers is the prominent query.

Very many of our best growers are assorting their crops and will pack them. Others who have no facilities for doing the work properly are having it done. We have in mind one who raised some twelve tons. A part of it was badly injured. It was bargained for at 21c. The buyer kicked on account of the damage. The owner went to work, untied each bundle and went through it, removing every leaf that wasn't right. He took out one ton, that he now holds, delivered the sound leaf and took his money.

Our correspondents write:

North Hatfield: "John Brennan was docked from 17½c to 11c, Charles Wait sold at 9c, A. H. Marsh for 12c, A. E. Harris for 10c. What are the farmers thinking about? Men working in the big shops say they find no more sweat leaf than usual."

Hatfield: "Much complaint is made on account of serious cutting on delivery of tobacco. Some are docked one-half from agreed price. A few lots have been sold of late at 12 to 13c in the bundle. All of our assorting shops are working to their full capacity, putting up farmers' crops by the pound; farmers unwilling to sell at prices offered."

Conway: "We have had quite a number of sales of tobacco this week. I hear of a Philadelphia buyer paying from 3 to 10c. The 3 cent was hail cut. The most of them got from 7 to 8c. A few small lots were bought by Belden of Hatfield at 6 to 7c. None of the larger growers have sold. Some have a good start at assorting. I have one sale of a very nice crop at 20."

Whately: "Thomas Fleming sold his crop, 10 acres, 10¾c; J. E. Waite, 3 acres at 11c; E. C. Warner, 11 tons at 21c. Some crops have gone to Hatfield to be assorted and force sweat."

Northfield: "Several crops of tobacco have been sold and delivered at Sutter's packing house at Brattleboro; have not heard the price paid."

Vernon, Vt.: "I have the following list of sales to Sutter Bros. to report: George Hubbard, 1½ acres at 9c; E. H. Ackley, 4 acres at 9c; A. J. Barnes, 2 acres at 8c; T. E. Stockwell, 2½ acres at 9c; M. H. Powers, 1 acre at 9c; C. H. Newton, 3 acres at 8c; Frank Scott, 2½ acres at 9c; L. L. Wetherhead, 3 acres at 9c; Alfred Johnson, 1½ acres at 8c; Ora Johnson, 1½ acres at 7¾c; all in the bundle. Then Bidwell & Loomis bought of F. W. Johnson, 2 acres at 9c; E. Blodgett, 1 acre at 10c; E. Tyler, 1½ acres at 10c."

It seems as though our New England growers made a mistake when they resolved to opposed any and all concessions on the Cuban tobacco. They will learn that "half a loaf is better than no bread." There is nothing more probable to happen than that reciprocity between Cuba and our Government will prevail, and our growers should take a sensible view of the case, and use their influence to procure the best possible results.—American Cultivator.

BALDWINSVILLE, N. Y.

The market is quiet, few of the local buyers having been riding. The deliveries of crops already purchased continue, and the warehouses where assorting is being done are handling a considerable amount of tobacco daily. K. S. Falk, of the firm of G. Falk & Bro., is registered at the Seneca House, and the firm has been sampling the 200 cases of old purchased from C. M. Soule, of Euclid, last week, the sampling being done by Mark Joel, of New York. J. T. Skinner is reported to have bought the following new crops at prices ranging from 8 to 11c assorted: Charles White, Plainsville, 4 acres; Ira S. Foster, Pennellville, 3 acres; B. Vickery, Phoenix, 3 acres; G. Sweet, Phoenix, 10 cases, '99 p. t. R. F. Thorn has bought 5 acres of Selleck & Van Nostrant, Cold Spring, at 8¼c in the bundle.—Gazette.

Cigarettes at 54 Cents Per Thousand.

A collector who reported that a manufacturer in his district proposed to make a grade of cigarettes which he could sell tax paid, at a wholesale value or price of $2 per 1,000, and desired to purchase stamps for the payment of tax on these cigarettes at the rate of 54 cents per 1,000 was instructed to sell stamps for the payment of tax on such brand of cigarettes, and advised that if he found that the manufacturer afterwards sold the cigarettes at a wholesale price or value of more than $2 per 1,000, to report the fact to the office.

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market
Union Made All Sizes

Union Made All Sizes
M. Steppacher, Reading, Pa.

New York's Strong Protest.

Brief Presented by President Jos. F. Cullman, of the Leaf Tobacco Board of Trade of New York, before the Committee of Ways and Means.

To the Honorable the Committee of Ways and Means:

Gentlemen:—The undersigned, representing the Leaf Tobacco Board of Trade of the City of New York, which is made up of dealers in, and growers of, domestic, and importers of foreign leaf tobacco, beg respectfully to give reasons and facts for opposing the proposed changes in the existing tariff rates on tobacco and cigars from Cuba. These facts are presented with the object of avoiding the passage of a law that would cause untold loss to a large mass of citizens employed in the various branches of our industry.

1. Because it would disorganize and do great injury to our business, and result very harmfully to the growers of domestic cigar leaf tobacco.

In support of this objection we wish to state, that the value of our domestic tobaccos are to a great extent based on our protective tariff, and the proposed changes would certainly affect the value of the tobaccos grown in Ohio, Pennsylvania, Wisconsin, Connecticut, Massachusetts, New York State, Florida and Georgia, where large communities of citizens are engaged in raising tobacco for cigar purposes, and where generally the only crop recognized as a money producer is tobacco. These growers will undoubtedly present their objections before your Honorable Committee. In these States tobacco crops are the most profitable products.

In the printed pamphlet issued by H. S. Frye, President of the New England Tobacco Growers' Association, the following statement appears on page No 31, 24th line:

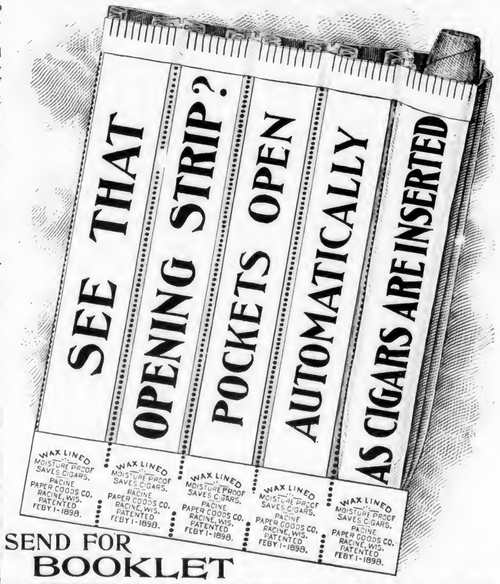
"If I were a tobacco farmer in any other section of the United States, notably the binder and filler sections, I would look at the prospects of annexation and consequent free leaf from Cuba with all the feeling of consternation and dismay that I would be of financial ruin."

That this view and fear are also shared by the New England Tobacco Growers' Association is shown by the fact that at their annual meeting recently held they unanimously opposed any concession to Cuban tobacco.

2. Because it would disorganize and prove very injurious to the cigar manufacturers on whom we are dependent for the sale of our tobaccos and whose business is so arranged as to conform with the existing tariff.

In support of our second objection, we would say that our domestic cigar manufacturers have shown a steady and healthy increase in the manufacture of higher grades of cigars, in which our domestic tobacco is used to quite an extent. Under the proposed change in duty on cigars, the business in this branch would decrease rapidly and its ultimate effect would be that the higher

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

grades of cigars would be manufactured in Cuba entirely (where, under their prohibitive duty, our tobacco is practically excluded) and thus not only deprive us and the growers of an outlet, but also deprive thousands of workmen of their occupation. The proposed reduction on cigars would certainly result in a demoralization of the home industry of the manufacture of the better grades of cigars, which is not confined to any particular section of the United States, but throughout the country, in every village, town and city. These interests should receive due consideration; surely as much as the interests of Cuba, if not more.

Should this enormous industry be crippled; should countless citizens be deprived of the means of making a living; should large sums of capital be rendered almost value less; should both we and the growers be deprived of an outlet; should large tracts of lands in the United States with improvements thereon, and which are only adapted for the culture and curing of tobacco, be made almost valueless; should thousands of workmen be deprived of their occupation? These would be the ultimate results of the proposed reduction on cigars asked for by the Chamber of Commerce of Cuba. No one conversant with the cigar business will deny that the imported cigar bearing the distinguishing United States import stamp will gradually take the place of the higher grade cigars manufactured here. Cigars made in Cuba have an advantage to-day which no other article imported enjoys, by having an import stamp affixed to every box. This is discrimination which works against our home product. The import stamp should be abolished.

3. Because the proposed reductions in the tariff rates on tobacco and cigars are inequitable.

In support of this objection, would say that the proposed reduction on tobacco is only equal to about one-tenth of the proposed reduction in the duty on cigars. This is ignoring our own manufacturers and workmen, and is a discrimination in favor of a foreign article.

Cuba has a duty at the present time of $5.00 per pound on tobacco, thus making importations of our home product practically prohibitive. We claim that it is manifestly unfair to us and to our growers that concessions should be made to Cuban grown tobacco without having our domestic product enjoy the same privilege of entering Cuba at the same rate of tariff at which Cuban tobacco may enter the United States. What Cuba now asks, is to have its tobacco which is admitted to the United States at a tariff of about 37 cents admitted at a still lower duty (one-half of the existing rate) and still retain for itself one half of its $5.00 duty on tobacco grown in the United States. A vastly inequitable proposition.

4. Because the passage of the proposed change in the tariff rates on tobacco and cigars would not inure to the benefit of those for whom it is intended.

In support of our fourth objection, the proposed reduction in duty on tobacco and cigars is supposed to have the object of ameliorating the condition of the people engaged in that industry in Cuba.

We claim that neither the Cuban farmer nor the Cuban manufacturer generally will derive any benefit by reason of the reduction. As to the Cuban tobacco farmer, it is a fact that he has received at least as much for his product since the insurrection as he did under Spanish rule. We question if, under a reduced tariff rate, high prices could be obtained. Higher prices, if any, would result in over-production (as the territory suitable for the raising of tobacco is practically unlimited) and prices would soon therefore reach their present level, or probably lower. And who would benefit?

The cigar manufacturing industry of Havana is now practically in the hands of two powerful corporations, who own and control a large portion of the best tobacco lands in Cuba. The larger is a British Company which shipped to the United States about 60 per cent. of the entire quantity of cigars imported last year, and the other a United States Corporation which shipped about 30 per cent. In other words, these two corporations shipped 90 per cent. of the entire importation of cigars to this country last year. These two combinations are all-powerful in Cuba and the proposed reduction on Cuban cigars would only tighten their grasp and inure to their benefit. The result is obvious: an increase of their importations to our shores and the curtailing of our own manufacturing.

The argument submitted on behalf of Cuba by the Chamber of Commerce of the island, contains numerous misstatements of fact, to which attention is briefly called.

On page 8 of said argument, the following statement appears:

"Congress need not listen to the pleas of Cubans who have personal interests to promote."

The argument submitted by Gustave Bock, head of the British corporation, is wholly in support of his private interest, for the effect of the proposed reduction on cigars would be of great benefit to his corporation, and to the detriment of the cigar manufacturing industry of higher grade cigars in the United States.

On page 9 of said argument the following statement appears:

"Under existing conditions, or any conditions which are to be anticipated, she can find such a market for her sugar, and to a great degree for her tobacco, only in the United States."

This is not a fact so far as tobacco is concerned. The United States never took over about 30 per cent in average of the quantity of Cuban tobacco raised, and Cuba still has her same customers in the markets of the world that she had before the war.

On page 17 of said argument the following statement appears:

"If it can be shown that this plan will result in great benefit to American business in general without serious injury to any existing industry, it ought to be supported."

This cannot be shown. The fact is that incalculable injury would result to our tobacco growing and cigar manufacturing industries as well as to the numerous other industries incidental thereto; naturally our laboring classes would suffer thereby.

On page 18 of the argument the following statement appears:

"There is no longer much pretense that the free introduction of Cuban tobacco will injure the American industry."

This is answered by the contents hereof: by the quotation from the pamphlet of H. S. Frye, on page 31, hereinbefore quoted; by the protests of the cigar manufacturers as well as by the growers of cigar leaf tobacco.

On page 18 and 19 of the argument the following statements appear:

"The annual production of Cuban tobacco * * * cannot be largely increased."

"The maximum in quality was reached long ago."

This is not a fact. It refers only to the anti-quated methods hereto fore employed. Under modern methods of agriculture now being adopted, there would hardly be any limit to the amount of tobacco that could be raised in Cuba. Nor has the limit of quality been reached by far.

On page 19 of the argument the following statement appears:

"They (the American tobacco growers) no longer seriously oppose it."

The growers in Pennsylvania, New York, Ohio, Wisconsin, Florida, Georgia and the New England States strongly oppose it

What the trade desires above all things, is to be left alone if possible, and to be permitted to pursue its occupation without having these everlasting changes to contend with.

Respectfully submitted,

Frank M Arguimbau,
Charles Fox,
Harry S Rothschild,
A. Cohn,
Jesse Mayer,
Walter Beer,
E. A. Schroeder,
Louis Cantor,
A. T. Kinney,
Joseph F. Cullman,
Committee

PATENTS RELATING TO TOBACCO

691,372 Combined match box and cigar cutter; Frederick H Grothe, Burlingtington, Iowa.

691,722 Tobacco drying system; Whitley E. Martin, assignor of one-half to Salem Iron Works, Salem, N. C.

691,723 Tobacco drying and cooling system; Whitley E. Martin, assignor of one-half to Salem Iron W'ks, Salem, N.C.

BUSINESS CHANGES, FIRES, Etc.

Connecticat—New Haven—E. A. Mitchell, cigars and tobacco; petition in bankruptcy.

Suffield—Geo. B. Jobes, cigar manufacturer; discontinued.

Georgia—Atlanta—Nick. Pipes, tobacco, etc.; chattel mortgage, $250.—Daniel Travis, tobacco, etc.; bill of sale, $600.

Rome—B. F. Tracy, cigar mfr., dead

Illinois—Chicago—Geo. Toberg, cigars; sold out.

Marengo—Rehbock Bros, cigar manufacturers; pet'n in bankruptcy.

Indiana—Indianapolis—Louis G. Deschler, wholesale and retail cigars and tobacco; cancelled real estate mortgage, $3,000.—W. C. Vliet, retail cigars, real est. deed, $250.

Kansas—H. J. Larrick, cigar manufacturer; real estate mtge. $450.

Maine—Bangor—Comtors & Chaison, cigar mfrs.; out of business.

Michigan—Owosso—Geo. H. Grahame, manufacturer and wholesale cigars; moved to Detroit.

Missouri—Carthage—A. H. Witt, cigars; gave chat. mortgage $550; chat. mortgage $700 released.

New York City—S. Falk's Sons, cigar manufacturers; dissolved.—I. Lewis & Co., cigar manufacturers, dissolved; succeeded by Israel Lewis.

Ohio—Canton—W. H. Wolf, cigars, etc., succeeded by Edw. M. Beck—Wm. H. Bell, cigars, etc.; warranty deed, $3,000.

Cincinnati—B. H. Rohde, wholesale and retail cigars and tobacco; succeeded by Rohde & Co.

Dayton—H. T. Tettman, cigars, damaged by fire; insured.

Wapakoneta—E. Abe, cigar manufacturer; deed, $950.

Pennsylvania—Pittsburg—Schafer Bros., cigars; confess judgments and execution, $3,298, vs. Leonard W. Schafer et al.

Wisconsin—Beloit—P. H. Crahen, leaf tobacco and cigar manufacturer; warranty deed, $1,200.

Milwaukee—W. R. Beitz Co., leaf tobacco, incorporated; authorized capital, $10,000.

Oshkosh—Chas. Scheel & Co., cigar manufacturers, judgment vs C. Scheel, individually, $793.

LATE REVENUE DECISIONS.

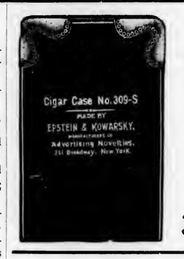
Rebate Claims.

A dealer who reported that he proposed to assign his claim for rebate of taxes on tobacco under the act of March 2, 1901, was advised that all transfers and assignments made of any claim against the United States, or any part or share thereof, whether absolute or conditional, and whatever may be the consideration therefor, would be absolutely null and void, under section 3377, R. S., and that no assignment of any claim is recognized until after the allowance of such claim and the ascertainment of the amount due, and the issuing of a warrant in payment thereof to the original party in interest.

Paper Backed Foil

PURE TIN FOIL | Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York | **COMPOSITION FOIL**

Corrugated, Colored and Printed Foil



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT **Promptly** **CIGAR BOXES**
Place Your Orders with
The Lancaster Cigar Box Co.
515-17-19-21 Cherry St., **Lancaster, Pa.**
Agents for "Havanarine."

The Thos. L. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

ADVERTISING NOVELTIES.
THE BRUNHOFF MFG. CO.
HAMILTON, OHIO.
SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING
METAL EMBOSSED LABELS
METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS
ENGRAVING
EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address "Boales," U. S. A.
Geo. Arnold's No. 3 Tobacco Cipher
Hopkinsville, Ky

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Subdivision Package for Cigars.

The Commissioner has authorized the use of a subdivision package for ten cigars, provided said subdivisions are packed in a larger box containing the statutory number of cigars properly labeled, printed and stamped. The applicant is cautioned, however, that the small packages intended to be used as subdivisions must not have the flap or extended sides placed over the exposed ends of the cigars before they are removed from the factory, it being understood that this flap is to be used as a protection to the exposed ends of the cigars after the goods are sold and removed from the stamped package.

Sale of Cigar Cuttings.

The Commissioner has ruled that a cigar manufacturer who removes cuttings, scraps, clippings or other bi-products of his factory and delivers the same to a dealer in leaf tobacco, or to any other person who is not authorized to handle such materials unstamped, will incur liability to tax on all such bi products removed from his factory without authority and in violation of sections 3362 and 3363, Revised Statutes, and should be reported for assessment of such tax, and if thereafter a deficiency is found in the manufacturer's account as a cigar manufacturer he will be liable to an assessment of tax for such deficiency, as no credit could be allowed in his account for the tobacco or material removed from the factory without authority of law or regulations.

Commercial Labels.

In passing upon an inquiry whether a manufacturer may label his packages so as to advertise two or more of his own brands, the Commissioner has ruled that a manufacturer may, in addition to the required caution notice label, affix to his statutory packages of tobacco a commercial label indicating the character of the contents of the packages, the trade mark name, his registered factory number, and the district and State in which the factory is located, and that such commercial label may also advertise other special brands of tobacco made by himself, provided that such label does not coutain any promise, or offer of, or any order or certificate for any gift, prize, premium, payment or reward in violation of the provisions of section 10, act of July 24, 1897, and the Regulations, No. 8, Supplement No. 1; but that a manufacturer is not privileged to affix on his packages of tobacco a label which will advertise any other business, and therefore the label should not be used as a means for advertising cigars, cigarettes, liquors or other merchandise.

THE WORLD'S
Profitable Inches
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order;
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

You Read This; Others Would Read Your Card IN The Tobacco World

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
MANUFACTURER OF FINE CIGARS
LANCASTER LONG CUT TOBACCO
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

Manufacture of Tobacco and Cigars by Growers.

The Commissioner has lately ruled that his office has not construed the statutes as prohibiting the farmer or grower from twisting or otherwise manipulating his leaf tobacco for his own personal use, nor does it hold that the farmer could not manufacture cigars for his own personal use from the tobacco which he raises; but twist tobacco or cigars manufactured by him for the use of other persons would be subject to tax, and if he carried on that business he would be regarded as a manufacturer of tobacco or of cigars and be required to make return, pay special tax and qualify as a manufacturer of tobacco, and to properly pack and stamp all tobacco or cigars manufactured by him.

Snuff and Chewing Gum.

An individual who proposed to manufacture a substance composed of 50 per cent. of snuff, combined with chickle, parafine or other gum substances, for sale and consumption, was advised that he would be required to qualify as a manufacturer of tobacco and properly pack, label and stamp his product, before the same is removed from the place of manufacture; that a manufacturer is not privileged to purchase tax-paid snuff as an ingredient and produce another tobacco product from a combination without the payment of the tax on such tobacco product; that this combination article of snuff and gum must be packed in the statutory packages provided for packages of tobacco and snuff, that is, from one-half to sixteen ounces, and with the privilege of placing the same in larger packages not exceeding twenty pounds in weight, as provided for in the law and regulations.

Retailing Leaf Tobacco.

In answer to a number of inquiries as to why the agents of tobacco growers may not sell leaf tobacco in small quantities to consumers, or why licenses to sell leaf tobacco at retail may not be taken out as formerly, the Commissioner has ruled that no person is now recognized as a retail dealer in leaf tobacco. All persons who desire to buy and sell leaf tobacco as a business must make return on Form 11 and pay special tax to the collector for their district, and thereafter they must keep Book 59 and confine their sales to other qualified dealers in leaf tobacco, to manufacturers of tobacco and cigars, and to persons who buy leaf tobacco in packages for export. Attention is called to the Regulations, No. 8, pages 5, 6 and 7, relating to the packing, labeling and stamping of leaf tobacco for consumption, without actually manufacturing the tobacco into smoking or chewing tobacco, but selling the same in its natural state.

Stemming Tobacco.

The Commissioner has ruled that a cigar manufacturer can not, under the regulations, remove his leaf tobacco from his bonded premises for the purpose of having the same stemmed and returned to his factory; that all business incident to the manufacture of cigars must be conducted on the premises described in the bond and statement, Form 36½, but that the office in some cases has advised that where a manufacturer did not have sufficient room on his premises to strip his tobacco, he could qualify as a dealer in leaf tobacco and receive the same at some other place, and stem the tobacco before the same is received at his factory, accounting on his Book 73 and monthly return for all stemmed tobacco so received at the factory. In that case a manufacturer qualifying as a leaf dealer must pay a special tax of $6 and keep Book 59, the same as required from other leaf dealers. The two accounts, one as a manufacturer and the other as a leaf dealer, must not be confused in any manner; and each business must be carried on separately and at different places, the same as though two persons were actually engaged in separate businesses. Attention was called to the second paragraph of Regulations, No. 8, page 18, and the fourth paragraph, page 24, relating to leaf dealers stripping or stemming their unstemmed leaf tobacco.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commisison Merchants
248 South Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA
PERIQUE
MARYLAND CLUB
MIXTURE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

FRANK M. TINKHAM

FRED B. TINKHAM

TINKHAM BROTHERS

WHOLESALE

CIGARS AND TOBACCO

New Gifford Building, Brooklyn Square,
Corner Main

Jamestown, N. Y., Sept. 28, 1901.

ORIOR LID REST O.,
READING, PA.

GENTS:—Yours received with samples of Lid Rest. Now we do not manufacture cigars, but we buy largely of George A. Kent & Co., Hummell & Co., Barnes, Smith & Co., and Hull, Grummond & Co., all of Binghamton, N. Y. Now if you can get the above firms interested, we think, they would use a great many of them, and we would consider your Lid Rest a fine thing to have attached, as every box should have a lid holder to make a proper showing in a case.

Yours,

Tinkham Bros.

THE ORIOR LID REST CO.

Manufacturers and Patentees of the

Orior Combination Box Opener, Label Cutter and Lid Rest

READING, PA.

Hello There!

Do you know that from Maine to California the PETE DAILEY is proving a winner?

Do you know that there isn't a dealer in the country who has found the PETE DAILEY a "dead one"?

Do you know that the PETE DAILEY is the "livest" friend maker you can put in your stock?

Do you know that T. J. Dunn & Co.'s reputation is behind every PETE DAILEY you sell?

T. J. Dunn & Company

Manufacturers PHILADELPHIA

LIBRARY RECEIVED FEB 10 1902 Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 6. | PHILADELPHIA, FEBRUARY 5, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

In contradiction of certain reports to the contrary, we beg to inform the trade that we shall continue, as heretofore, to pack

Wisconsin, Connecticut and Ohio

TOBACCOS

to Pack and Import

HAVANA TOBACCO

and to Grow and Pack

Florida Fillers

and

Florida Shade-Grown Wrappers

We invite your particular attention at this time to our Large Stock of

FINE HAVANA TOBACCO

which we are in a position to sell at Reasonable Prices.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

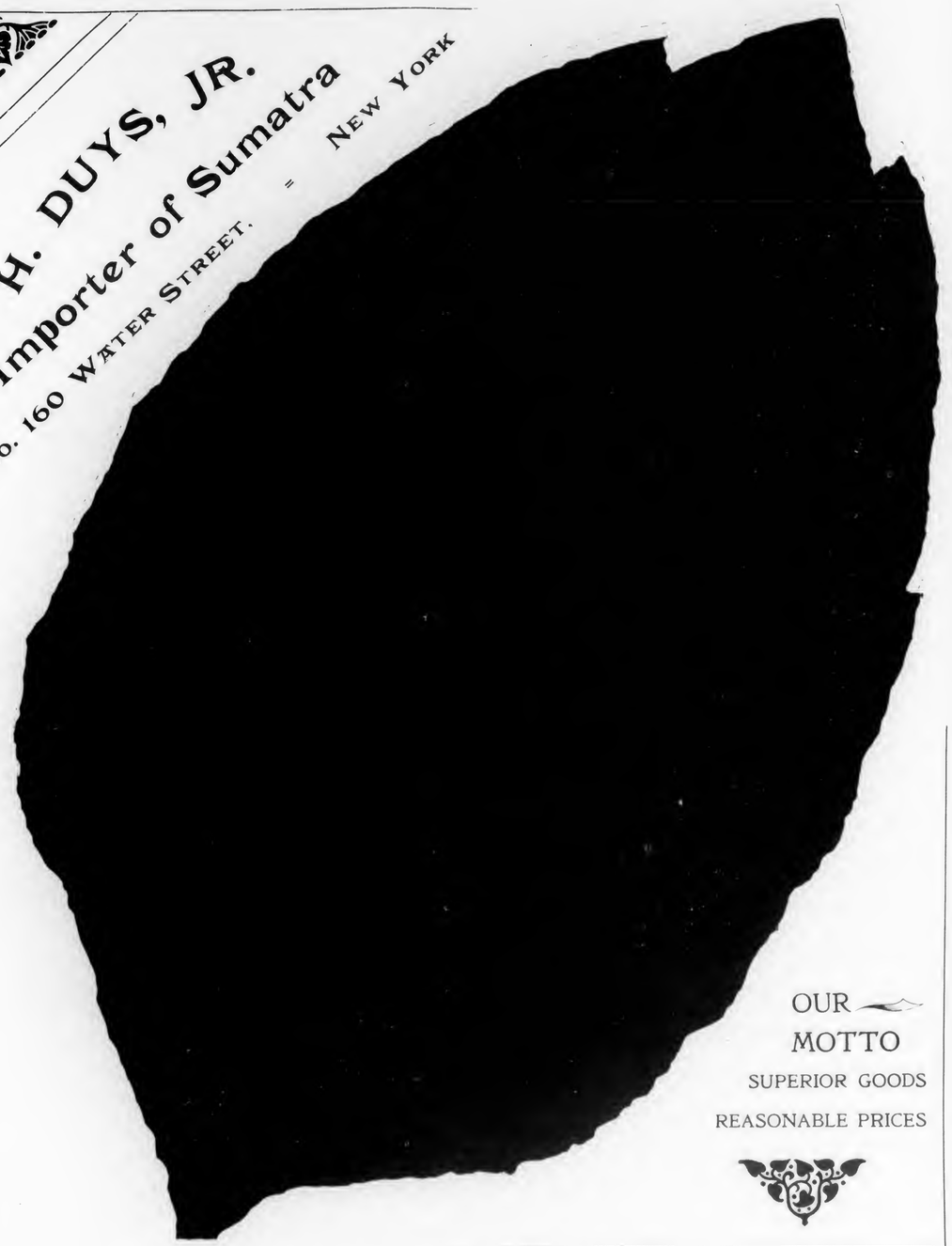
Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street, = New York



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter VI.—How the Hurons Checked Competition.

By FRANK M. ARGUIMBAU, of Schroeder & Arguimbau.

It was a gorgeous morning in October, 1640. The fervid summer had passed and now the second and finer summer, the summer so loved by the Indians that it is still called by their name, had come. The air was brisk, though not biting, the forests were shedding their foliage and making a carpet more brilliant and far softer that any ever woven by the looms of Persia or of Samarcand, the sun overhead was redder than it had been in July, or August or September, yet it was a tempered splendor that he sent down.

In the Huron village up in Canada which did so much business in tobacco with the French settlers at Quebec an air of busy and cheerful expectancy animated every soul from the big chief down to the papoose just learning to toddle, for this was the harvest season for the Hurons, when their traders exchanged goods with the white man.

On a hillock overlooking the southern approach to the village the sentinel posted there suddenly blew a blast which announced the approach of a delegation from a different race of red men, the great Tobacco Nation, come as usual to trade with the Hurons and to pass thence on a similar mission to Quebec. Presently Tuinontatek, the chief of the Tobacco Nation, or Khionontaterrhonons, as they called themselves, was making his stately entry into the Huron village followed by his train of squaws each with a bale of tobacco upon her back. It's a pity, I think, that none of this tobacco, so greatly prized not only by the Indians but by contemporary white men, has been preserved to us, because in that case we might compare it with the tobacco of our own times, but, alas, it has disappeared along with the long winded name of those who were wont to raise it in those woody valleys of the Blue Mountains, south of the Nottowassaga Bay of Lake Huron where the Khionontaterrhonons once had what Parkman calls their "original seats."

Old Tuinontatek was the great tobacco king of his day. His people were the only aborigines of this continent who ever raised a crop for market and his sole function throughout the year was to dispose of it. He spent the rest of his time in blessed idleness, but every fall he roused himself and was all impatience to be off for the regions to the north where the Hurons and the French awaited his coming with the famished longing of men whose stock of tobacco was running short. For three years Tuinontatek had been suffered to pass on his way to Quebec, after leaving with the Hurons, in exchange for wampum and for weapons of the chase which those Indians manufactured with extraordinary skill, enough tobacco to last until his next coming. Tuinontatek was usually eager to be off for Quebec, because the beads and trinkets of the Frenchmen were far more to his liking than were the simpler and more familiar articles the Hurons had for barter, but this

MR. FRANK M. ARGUIMBAU.

year the getting away from the Huron village was not so easy. He had been welcomed with boisterous hospitality, his samples had been examined with discriminating care in the usual way and his allotment of the usual one half of his tobacco to his hosts, he was told, had been entirely satisfactory. Moreover he got for his merchandise a very liberal exchange of wampum and bows and arrows, but at the end of two weeks he was still in the Huron village and Quebec was as far away as ever.

On the morning of the fifteenth day Tuinontatek was summoned to the presence of Cloud Wings, the Huron chieftain, a warrior of great prowess and renown and a trader of most extraordinary shrewdness. After the customary exchange of guttural courtesies, Cloud Wings amazed the Khionontaterrhonon chieftain by remarking:

"My brother has come a long journey. It is true he has rested in our village for twice seven days, and he knows with what kindness he has been treated. The settlements of the pale faces are a six days journey off and my brother is an old man. His squaws are but women and the way this year is dangerous. Several of my young men, bold warriors all, have but just returned from where the white men have their camp and they report that there is sickness there and much suffering of all kinds. If my brother will consent I will take his remaining stock of tobacco and will give him for it the same quantity and kind of merchandise as he is wont to receive for it from the pale faces. What says my brother?"

For a space Tuinontatek said nothing. His reflections were gloomy. He knew that Cloud Wings had been lying, for the road from the Huron village to Quebec was at no time dangerous. He was no less keen at a trade than Cloud Wings was, yet he was alone, save for his unarmed squaws, among armed Hurons. The soul in him rose in indignant protest against the trick that was being played upon him. He knew as well as though Cloud Wings had told him all that had been going on during his two weeks stay among the Hurons. The young men of whom Cloud Wings had spoken had taken the Huron half of his tobacco to Quebec and had there exchanged it, and no doubt to great advantage, for French merchandise and now the other half was to be taken from him and he was to get less for it from Cloud Wings than the French would have given him. But Tuinontatek kept a civil tongue in his head for all his boiling anger.

"My brother," he said, "is always wise and always kind. That the road through the forests to the settlements of the pale faces is beset with danger this year is strange, though it must be true, since my brother says so. If the pale faces are in distress it is doubtless because no shiploads of food and other merchandise have reached them from their brothers across the deep waters and since that is true mine would be a fruitless journey even if I were to undertake it, for they can have nothing which I would accept in exchange for tobacco."

This was a rather neat counter to Cloud Wings, and the Huron chieftain was nonplussed by it for a moment. But only for a moment. When he spoke he dismissed the trader in his makeup and displayed the bulldozing man of blood.

"My brother," he said, "will leave his tobacco with me and will receive for it what I have to give, and next year and every year hereafter he will come to me and will go no farther. My people and not my brother's people will henceforward deal in my brother's tobacco with the white men."

And so it proved. The Huron border was never crossed again by the trading Khionontaterrhonons. Cloud Wings and his people kept that little monopoly for their own, and the Tobacco Nation could not help it.

—

Next Week—Chap. Seven, "No Heaven Without Tobacco," by John H. Duys, of H. Duys, Jr.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

K. STRAUS & CO.

IMPORTERS OF

K. STRAUS

A. LOEB

122 NORTH 3rd ST.

PHILADELPHIA.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

HIPPLE BROS.

Importers and Packers of and Dealers in ***Leaf Tobaccos***

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

IMPORTERS of

Young & Newman, *Sumatra & Havana*

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in **LEAF TOBACCO**

A La Mode Cigar Factory Product

A cigar manufacturing firm of Jackson & Leber, proprietors of the A La Mode Cigar Factory, at Delroy, Pa., which has been operated for some few years, first by W. C. Jackson, and subsequently by Jackson & Leber, after the admission of C. E. Leber to an interest in the business, was dissolved by mutual consent on February first, W C Jackson retiring from the firm and the business being continued by C E. Leber.

During the past six months a brand of cigars under the title of "Our Prize" has been marketed by them, and considerable success was made of it. As is shown by the illustration, the goods are packed

in boxes of fifty, put up in three bundles, each of which has a silk ribbon around it. The goods are a high grade domestic with fine Sumatra wrappers, and designed to sell to the dealer at from $28 to $30 per thousand, according to size Since the brand was first launched some six months ago, as has been said, they have sold well in several sections where they were first introduced, namely east, and extreme west, that is, the Pacific Coast, and we are informed that in San Francisco alone quite an extensive trade has been already established on them. No particular change will be made in the management since Mr Leber has become the sole proprietor, but business is to be pushed with as much vigor as had been the policy of the firm heretofore.

Segar Store Suggestions

A Special Window.

February is a month of special days, and sometimes a dealer will be puzzled to know which to select for a basis for special decorative purposes. February 12 is Lincoln's birthday, which is a holiday in six states, St. Valentine's Day is February 14, which is understood by every person, and February 22, is Washington's birthday, which is a holiday in forty-two states and one territory. There are numerous attractive features to be brought out in trims applicable to all of them. Much depends upon local surroundings as to which day shall be selected, and undoubtedly dealers are more competent to pass correct judgment upon this point than a stranger.

A suggestion will not be out of place, however, and this would be to select either Valentine's Day or Washington's Birth day in most localities. Possibly there are places where Lincoln is nearer and dearer to the people for some special reason, but speaking in general the other two will probably prove most profitable. But in cases where it can be done a Valentine window might be put in several days before February 14 and kept in a week, say, to be followed by a Washington window, to be left in a short time after the 22d. Local conditions should be the determining influences, but these suggestions will be found profitable to work upon.

SUPERIOR GRADES of **Sumatra, Havana and Domestic TOBACCO**

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF **LEAF TOBACCO**

146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA.

Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.

A. KRETZSCHMAR & CO.

Steam Cigar Box Manufacturers

No. 1220 NORTH STREET,

Between Wallace and Fairmount Ave., 12th and 13th Sts.

Latest Philadelphia and New York Labels. PHILADELPHIA, PA

Cigar Ribbons a Specialty.

ORDERS BY MAIL promptly attended to.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAVING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box.

15 North Tenth St.

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

GUMPERT'S

MANETO

114 N. 7th St. Gumpert Bros.

Philada. Manufacturers.

BECKER'S

TABERNERO

Factory, 1215 N. 9th St.

5c.

925 Girard Ave. **CIGAR**

Made in Philadelphia by American workmen.

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,

Sixth & Race Sts. Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 527 Chestnut St., Philada.

MATINEE

AND

Three Black Kids

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

Leberstein Bros. Makers of **La Volga** 5-cent cigar

103 North 2d St. Philada.

Haynie Cigar Co.

Manufacturers of

Haynie's Special

PHILADELPHIA. **5c. Cigar**

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York, 144 Maiden Lane. Amsterdam. Frascati.

There is one theme prominent around February 14 Everybody knows what it is, and everybody will readily grasp the sentiment without the elaboration of details required in some decorations. Cupid is supposed to hold special court the last fourteen days of February, and a window properly decorated with Cupids and the usual accompaniments of the sly little god, will be appreciated. While the old symbols of bleeding or coupled hearts are apparently out of date, it will be acknowledged that the story is forever new, and that every person is more or less interested in the affairs which Cupid is supposed to represent.

There are numerous tableaux to be made up with dressed dolls or in other ways, showing lovers busily engaged in earnest conversation presumably discussing the future Around the window should be Cupids suspended by invisible wire which will give them the appearance of flying. It is also allowable if desired, to secure some of the beautiful valentines which have been published this year There are comics, too, which are inoffensive, though made up in brilliant colors. These could be used freely about the decorations, and would serve to bring out the special points desired by the sharp contrasts which would result.

The exhibit of goods should conform to the sentiment of the season and be comprehensive, but not jumbled or crowded. Cigars, smoking tobaccos, pipes and accessories will be serviceable in this respect but there should be an orderliness about the arrangement, whatever form it may take, which will create a favorable impression. In other words, the display must not be overdone, otherwise it will fail of its purpose for obvious reasons. A dealer who has followed the articles hitherto printed in this department cannot go far wrong if left to himself.

It will be seen from these brief suggestions that a Valentine decoration is simple, but possibly its simplicity will add to its attractiveness and thereby increase the sale of cigars or smokers' supplies If it does that, it accomplishes its purpose, regardless of any other consideration.

A Washington window can be more elaborate, but it must always be dignified. There is something about the character of Washington which impresses everyone with a sense of dignity, and the decorator must never overlook this fact. Make your window dignified, make your arrangement of goods dignified, and the unity of the window will be maintained.

The colors should be subdued and rich, excepting the flag, and that is always dignified Backgrounds can be brown, or red, or crimson, or dark green, or any other color which will enhance the values of lighter colored articles on the floor or arranged around the sides

While there is no set rule, the actual arrangement being safest in the hands of the decorator who understands all conditions mechanical and otherwise, there seems to be no better arrangement than a good portrait of Washington on an easel, or a portrait bust on a suitable pedestal to occupy the centre of the window with proper drapings. If a picture rests upon an easel, the flag should be tastefully draped about the frame. If a portrait bust, the flag should be draped about the pedestal

It is frequently a good variation to suspend rich colored portieres from the top of the window and where they part, place either the picture or the bust as the case may be, fastening the portieres back in graceful folds so that the part of the window back of the curtains will appear like another room If it is possible to secure any Revolutionary or Colonial relics, it is a good plan to display them, too There is always more or less curiosity to see such things, and if people stop to look at the curios and the picture or bust, they will see the goods, and seeing, be induced to buy.

The arrangement of the goods should be as simple as possible Nothing should be done to belittle the appearance of the portrait of Washington. That is the central figure, and should attract the attention; but enough care should be exercised in arranging the goods to make the purpose of the display plain. Very naturally, though you may establish temporarily a sort of loan exhibition in your window which will arouse patriotic sentiments, you cannot be expected to eliminate the commercial feature entirely. That is why you are in business, and that is why you exert yourself to create an attractive window display.

American capitalists are reported to have made large purchases of lands in the State of Vera Cruz Mexico, for the purpose of engaging extensively in tobacco growing.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Margil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

2 VOORBURGWAL 227 Amsterdam. Holland. **Office, 183 Water St.** NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED. HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $4.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

FEBRUARY 5, 1902.

IN no other country in the world is the cigar so popular as in Germany, so much so that it is impossible to raise enough tobacco in the empire to supply the domestic demand. Last year Germany imported nearly $22,000,000 worth of tobacco, a little more than a third of it coming from the United States The use of the cigarette is rapidly spreading in Germany. Last year 386 tons of cigarettes were consumed, at least five times as many were needed ten years ago.

MINISTER POWELL, of Port au Prince, Haiti, reports on the progress of tobacco culture and the manufacture of cigars in that island as follows: "Haiti, situated in nearly the same latitude as Cuba, will soon rival it in its production of fine grades of tobacco. It has a more equable climate free from cyclones and hurricanes, and a far more fertile soil, which has not been weakened by long-continued cultivation; all that is needed is skilled cultivation and proper curing It may be said that tobacco culture has now passed the experimental stage and will within a few years become an important source of revenue to this republic A new species has been produced by cross fertilization, called the "Diqueney"—after the place where it is grown—said to surpass in many respects the best Cuban grades This species grows from 5 to 7 feet high, and bears within a few inches from the ground a large, smooth leaf, twenty inches long by fifteen inches wide, free from defects.

Sumatra Crops in 1900 and 1901.

Statement of the Quantities of Sumatra Tobacco Raised by the Principal Tobacco Growing Companies and Private Planters.

Companies.	Brand	Number of Bales 1901	1900
Amst. Deli Cie	Amst Deli Co	10,980	8,912
Amst. Sum Cult. My	A S C M	1,747	2,241
British Deli & L. T.	W & V S / Deli Langkat	5 762	4,.28
Deli Batavia My	Deli Ba My	9.438	11,016
Deli Cultuur My	D C M / Deli	6 569	7,028
Deli Langkat Tab. My	D. L T My/St.Cyr/Deli	2 398	2,209
Deli Maatschappy	Deli Maatschappy	53.607	48,349
Deli Plantage My	Deli Plant. My	1,992	2,020
Deli Tabak My	Deli Tab. My	1,821	2,787
Langkat Cultuur My	W B / Langkat	1,876	2 663
Langkat Tabak My	Langkat Tab. My	3.921	4 317
Medan Tabak My	Medan Tab My	8,053	6,308
Nieuwe Asahan Tab. My	N. A. T. M.	10,020	7,788
Padang Cultuur My	A D C / Deli / Sumatra	1,230	1.869
Padang Tabak My	P T M / Deli	2,036	1,874
Paya Jambn Estates Cy	Paya Jambu / Langkat	2,315	1,596
Ramoenia Cultuur My	K F H	1 968	2.081
Rotterdam Deli My	R D M / Deli	5,882	5,680
Senembah Cultuur My	S C / Deli	1,631	1,301
Senembah Maatschappy	Senembah My	13,149	12,602
Serdang Tabak My	S M / Sumatra	4,216	3,775
Shanghai Sum. Tob. Cy	S S T Cy / B	3.162	2.489
Sumatra Cultuur My	Sum. Cultuur My	2.437	2,158
Tab. My "Arendsburg"	P.v.d A.Mandi Angin etc	12,719	12,276
" "Franco Deli"	Franco–Deli	3.948	5,864
" "Kwala Pessilam"	K w P / Langkat	2,339	1,125
" "Namoe-Djawi"	Tab. My/Namoe-Djawi/A	2.024	1,651
" "Ramboeng"	T M R / Deli	1,038	710
" "Soengei-Bedjankar"	S B / Deli	1,537	352
" "Tjinta Radja"	T T R / Langkat	3.885	3,843
United Lankat Plant. Cy	L P C /—	8,972	8,145
PRIVATE PLANTERS.			
Joh. Cramer	S & R / Deli	4,708	4.278
G Engelbrecht	G E / Langkat	3.812	3.391
Joh. Luehmann	J L / Pakaran / Deli	2,232	1,534
Frits Meyer	M & K / Langkat	1,184	2,103
H. Th. van Steeden	B M / Langkat	1,828	1,614
J. H. Marinus	J H M / Deli	3.404	2,990
Ch. von der Pfordten	V d P / Deli	1,069	869

Total crop 1901, raised on 34,152 fields, 9.58 pic. per field, 229,892 Bs.
" " 1900, " " 37,088 " 8.65 " " 223.730 Bs.
Increase for crop 1901, 6,162 Bs.

Amsterdam, Jan. 6, 1902. HENRI DENTZ.

The States from the Cigar Man's Point of View.

XVIII
LOUISIANA.

Louisiana is noteworthy for two reasons. The first of these is that cigars were manufactured on a large scale in New Orleans contemporaneously with the establishment of large factories in New York, and the name of Hernsheim will be for ever associated with the history of the cigar. The second reason is that Louisiana is at this time a great market for the cheaper grades of Pennsylvania cigars the consumers being the negro women who work on the farms and plantations or crowd the cities of the State. It is said that every negress, and particularly every negress of middle age in Louisiana smokes cigars These women are also great consumers of cheroots properly so called.

In this these women are very like their sisters of Cuba, all of whom smoke cigars and the bigger and blacker, (the cigars, not the women) the better.

The cigar lovers of New Orleans are thoroughly sophisticated. Thanks to the long careers of such concerns as S. Hernsheim Bros. & Co., the Irbys and others who consistently aimed to give their trade only the best article possible the smokers of New Orleans, and of the other cities of the State, demand honest value for their money and they get it. The "Jackson Square" nickel brand which has been manufactured at the Hernsheim factory in New Orleans for over thirty-six years has always been one of the best sellers in the country. Of late years, thanks to the advertising campaign of the Havana-American Company, its vogue has spread from the South to the North and East and West, but if it were not for its merits as an article of merchandise it is quite possible that it would not have succeeded so well, for other brands of cigars that have been just as extensively advertised have not caught the public taste.

New Orleans boasts many retail cigar stores that are models of their kind, where the rule is truthful representation, courteous attention and worthy goods. The spirit of the people is genial. The climate is a paradise for smokers, and for the past twenty years, at least, New Orleans has been very prosperous.

XIX
ALABAMA.

Alabama has three more votes in the electoral college than Louisiana and one more than Kansas, yet the outside world hears far less of Alabama than it does of Kansas, and if it weren't for Birmingham's prosperous industries it would hear still less You see, Alabama is so busy sawing wood, and Kansas is so full of wind and whiskers.

No one should run away with the idea that because Birmingham is one of the busiest, brightest and most prosperous little cities in the world, Alabama would be nowhere without Birmingham. Alabama always did know how to get along in the world There was a Mobile long before there was a Birmingham, and Mobile has always been a prosperous and a busy city A city, too, that has known cigars and had a cigar manufacturing industry almost as long as New Orleans has had them. If it hadn't been for the war it is quite possible that the book publishing business of Mobile, which was in a flourishing condition in 1860, would have been a very large one by this time, because the publishers of Mobile of that epoch were men of excellent taste and judgment.

Mobile, Montgomery and Birmingham are good cigar centres, but Birmingham is the best of the three for obvious reasons. The cigar jobbers and retailers of Birmingham are in every way progressive and prosperous and their patronage is competed for by the largest and the best of Eastern manufacturers.

SPECIAL NOTICES.
(Ten cents per 8-pt measured line)

WANTED—To contract for a large quantity of Cheap Cigars to be delivered in lots of from one case to several at a time; cash with each order. Address D H. DAVIS,
2-5-2t. Box 1610, Battle Creek, Mich.

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P E. New York office of The Tobacco World, 11 Burling Slip.

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

SALESMAN WANTED by Philadelphia Manufacturer, to sell High-grade Five Cent Goods; good territory; commission basis only. State experience, etc.
Address Box 137,
1t Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE—One Perfecto cigar bunching machine and one tobacco scrap machine. Both will be sold cheap for want of use. Address
1-22-4t. H. S. SOUDER, Souderton, Pa.

FOR RENT.—Cigar Factory located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

DESK or office room for rent for leaf broker or agent.
1-22-2t Apply 102 Arch street, Philada.

Tobacco Trade Directory
and
Reference Book
—1902—

A Useful and Handy Volume for Your Desk, whether You Are
A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,
or are in ANY OTHER WAY identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

THE LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

Complete and Absolutely Trustworthy.

Price, $1.10, Postage Prepaid.

Address
The Tobacco World Publishing Co.
No. 224 Arch Street,
Philadelphia.

NEW YORK OFFICE,
No. 11 Burling Slip.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGUELLEZ, LOPES & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.

"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave. NEW YORK.

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

Sheepskins for Farmers' "Servants."

BUREAU OF THE TOBACCO WORLD
No. 11 Burling Slip, NEW YORK, Feb 4, 1902.

Professor Milton Whitney, Chief of the Bureau of Soils in the Department of Agriculture needs a 'calling down" for needless waste of Government funds. On January 30 he submitted samples of tobacco grown under tents at Tariffville, Conn., last year to the committee of leaf brokers whom he selected last fall to supervise the sale of this leaf on the New York market. Instead of coming down to Water street where the samples might have been examined under proper conditions of light in some well appointed sample room, and without a cent of cost to the Government, Professor Whitney hired for the day one of the most expensive rooms in New York, namely the famous Gold Room of the Holland House on Fifth avenue, at which he was stopping. The Gold Room of the Holland House is one of those over-gorgeous apartments which multi-millionaires hire for special occasions. For instance, when Howard Gould married Katherine Clemons the ceremony was performed in this same Gold Room.

Professor Whitney's leaf experts assembled in the Gold Room at his invitation at 11 o'clock in the morning and he kept them busy until 2.30 o'clock in the afternoon. A box of imported Carolinas was the only hospitality he extended.

The tobacco inspected was brought into the Gold Room in an ordinary zinc lined pine tobacco case and its very homeliness was in strange contrast with the splendors of decoration all about it.

Congressman E. Stevens Henry, of Connecticut is the chairman of the commission. The other members are brokers M. E. Flaherty, Stephen G. Ruth, S. M. Seymour, James Ertheiler and Darius Ferry, all of New York, and Herman Vetterlein, of Philadelphia. The only absentee was M. E. Flaherty, who was in Havana.

The commission concluded that it was still too early to form sufficiently a good idea of the value of the crop to justify fixing a time for its public sale. The tobacco is still green, and this is not the weather for it to soften in the bale and ferment. The Commission concluded that it would probably be ready for final judgment and sale about the 1st of May, and that this question would be determined at another meeting to be held at the call of the chair. The Commission also decided that the sale should be at open auction in this city. The growers have agreed to have the sale of the entire crop take place under the auspices of the Department of Agriculture, as the Government is desirous of having a standard or market price established in order to show just what has been accomplished by the Departmental expenditures, which, it is believed, will mean in the result of the experiments hundreds of thousands of dollars to this country in the way of expanded industry. The amount of tobacco to be disposed of is about 40,000 pounds.

The expense of one day's rent of the Gold Room was only one item of the total bill of useless cost to which the Government has been subjected by Professor Whitney in this matter of tobacco grown at Tariffville from Sumatra seed under his auspices, for in addition he has supplied to each of the seven gentlemen named above a very handsome diploma engraved on sheepskin and these seven sheepskins, the purpose of which, save as wall ornaments, is hard to guess, must have cost Uncle Sam at least $50 apiece. Each document reads as follows:

THE UNITED STATES OF AMERICA
Department of Agriculture.
To all who shall see these presents greeting:

Be it known that Honorable E. Stevens Henry, M. C, of Connecticut, Messrs. M. E Flaherty, Stephen G. Ruth, S M. Seymour, Darius Ferry and James Ertheiler, of New York, N. Y., and Herman G. Vetterlein, of Philadelphia, Pa., are hereby recognized and accredited as a Committee, representing and serving the Connecticut Tobacco Growers, to act in conjunction with Professor Milton Whitney, Chief of the Bureau of Soils in the Department of Agriculture, to advise, supervise and report upon the sale of the Sumatra grown in Connecticut during the year 1901, under the direction of the Department of Agriculture. The said sale to be held at such terms and place, and according to such times, as may hereafter be determined upon.

In witness whereof, I have hereunto subscribed my name and caused the seal of the Department of Agriculture to be affixed. Done at the City of Washington, District of Columbia, this 21st day of January, A. D. 1902, and of the Independence of the United States of America the one hundred and twenty-sixth.

JAMES WILSON,
Secretary of Agriculture.

In the space between the gold seal of the Agricultural Department and Secretary Wilson's official signature is a beautiful copperplate engraving of Maud Muller coming home from the harvest field with a sheaf of wheat over her left shoulder.

Somehow it amuses one to think of Mr. Vetterlein and Messrs. Ruth, Flaherty, Ertheiler, Seymour and

OFFICERS

LOUIS P. SUTTER PRESIDENT
JOHN E. SUTTER VICE-PRES.
ADOLPH SUTTER SECTY. & TREAS.
LOUIS A. BORNEMANN ASST. SECTY.

Sutter Bros. INCORPORATED

BOARD OF DIRECTORS

LOUIS P. SUTTER
ADOLPH SUTTER
JACOB SUTTER
JOHN E. SUTTER
EDWARD A. SUTTER
JOSEPH MENDELSOHN

NEW YORK-CHICAGO-ST. LOUIS-HAVANA

THE OLDEST, LARGEST, BEST EQUIPPED, AND MOST COMPLETE LEAF TOBACCO ESTABLISHMENT IN THE WORLD~

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702--1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

Ferry as "servants" of the tobacco growers of Connecticut.

***

Whether or not it was the fault of the weather the fact to be recorded is that business was dull in the New York leaf market last week. Just plain dull.

***

The use of the imported cigar label is constantly dwindling and on January 31 a considerable wager was made that in five years American cigar manufacturers would utilize only labels made in the United States. The man who made this bet is confident of winning it becuase he says there is not a secret of the lithographers' art which is not now quite as well understood in the United States as it is in Germany, from which country most of the foreign labels come.

***

American manufacturers of Turkish cigarettes are learning with gratified surprise that American consumers of this article are willing to pay any reasonable price for really good Turkish cigarettes, and in consequence the home made article is becoming better and better. The whole tobacco loving world knows that Turkish tobacco, like the finer grades of Cuban cigar leaf is an expensive piece of merchandise, and inasmuch as the English, German, and Cairene manufacturers of these are able to get excellent prices for their wares from the rich who mostly consume them all over the world, the Americans are taking heart of grace and are buying finer Turkish tobaccos than they formerly did.

***

The following table shows the consumption of imported tobacco paying the filler rate of duty during the years named :

Year	Pounds
1890	17,857,831
1891	18,602,202
1892	16,013,822
1893	17,783,271
1894	14,707,772
1895	16,753,434
1896	16,109,861
1897	26,057,350
1898	4,780,796
1899	6,754,572
1900	11,081,251
1901	15,302,539*
Total	181,805,801

* Eleven months only

Average consumption, 1,6150,483 pounds per annum.

It is estimated that fully 95 per cent. of this total represents Havana filler leaf.

The importation jumped up in 1897 to 26,057,350 pounds from 16,100,861 pounds in 1896 because it was apprehended that the duty would be raised and fell off to 4,780,796 in 1898 and 6,754,572 in 1899 on account of the American-Spanish war.

***

Lewis Cantor, of Leonard Friedman & Co., and his son, Lewis L. Canton, left for Havana on the "Morro Castle" on February 1.

***

J. D. Gillam, Secretary and Treasurer of the S. Anargyros corporation left last week for Turkey where he will purchase tobacco.

***

D. Emil Klein, of E. M. Schwarz & Co., has returned to his desk after a long seige of illness.

***

The new factory of Bustillo Bros. & Diaz in Tampa is rapidly approaching completion, and the prospects are that it will be filled with operatives at least one month ahead of the date originally fixed by the contractors.

***

Appreciating the value of numbers, the newly organized Clear Havana Manufacturers invites manufacturers of this class of cigars to join. The initiation fee is $25. Checks may be mailed to John W. Merriam, Treasurer, 137 Maiden Lane.

***

Morris Feintuch, Pacific coast representative of Garcia, Pando & Co., is in town.

***

The Heywood-Strasser Lithographic Co. has started in business at 155 and 157 Leonard street. The company is made up of O. T. Voigt and R. R. Heywood, both well-known in the trade, with J. A. Strasser as special partner. The company will give its cigar manufacturing customers prompt service.

***

It is asserted here by several persons who are in position to know what they are talking about that it is the Havana Commercial Company which has acquired the controlling interest in the Henry Clay and Bock & Co. syndicate and that this combination has a working agreement with the Universal Tobacco Co. in the United States and the Imperial Tobacco Co. in Great Britain.

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package

JIMP
5 Cent Package
Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the Wholesale and Jobbing Trade only.
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

George Dennerlein, of P. Dennerlein & Sons, the well-known packers of Connecticut, is in Connecticut at present.

***

Sutter Bros. say that January, 1902, was the very best January they have ever had. The tobacco mostly in demand by the firm's trade last month was seed leaf and about 20 per cent. of the sales were of Havana.

***

The auction sale of Florida leaf at the salesrooms of Woodrow & Lewis, 94 Pearl street, on January 29, was successful. The tobacco brought 50 cents a pound and upward and these prices at auction are considered very good.

***

The following are the dates of the first five Sumatra inscriptions at Amsterdam and Rotterdam this year: March 21, April 8, 18, 23 and 30.

Troy Tobacconists Bankrupt.

TROY, N. Y., February 1, 1902

Through their attorneys, Frost, Daring & Warner, of this city, John J Zimmerman and J. Godfrey Zimmerman, composing the firm of J. G. Zimmerman's Sons, tobacco dealers of 205 River street, Troy, filed a petition in voluntary bankruptcy. Accompanying it is a schedule which shows the firm's assets and liabilities, as follows: Debts, taxes due, $407.82; secured claims, $16,867 22; unsecured, $2,025 70, total, $19,300.74. Assets, real estate, $11,400; bills and notes, $2,668.10; stock in trade, $25; machinery and tools, $20; patents etc., $300; debts due on accounts, $1,500; property in reversion, $300; total, $16,713.

The secured creditors are: Helen Mills, Upper Troy, $4,800; estate of Margaret Stimson, New York, $600; Celia A. Rhodes, Troy, $2,000; Sallie R. Zimmerman, Albany, $3,467.22. The security consists of real estate in Albany, Cohoes and Watervliet, which the petitioners value at $11,300. Mrs. Zimmerman's claim is a judgment recorded in Albany county, and is a lien on all the real property of the firm.

The unsecured creditors include: Troy City National Bank, $400; J Mayer's Sons & Co., Troy, $103 90; A. C. Co., New York, $236.63; Philip and John Frank, New York, $539 86; J. L. Thompson's Sons & Co., Troy, $103 90; A. C. Goodwin, Albany, $60 50; J. Travis' Sons, Cohoes, $18 94; H. S. Dickson, Troy, 129 70; Dauchy & Patterson, Troy, $50; P. J Hynes, Troy, $.25; J. V Vischer, Cohoes, $50.

The firm's assets include lots 3 and 4 on River street, Cohoes, valued at $3,500, subject to the Mills and Stimson mortgages; a lot on Nineteenth street, Watervliet, valued at $2,800, subject to a mortgage held by Celia A. Rhodes; lots on State and Chestnut streets, Albany, valued at $ 00; also encumbered. The firm holds 20 promissory notes, with a face value at $2,688.10. Other assets consist of tobacco scrap machines, patents on an eccentric car brake, judgments aggregating $2,000 and debts due amounting to $5,000.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Feb. 4, 1902.

It was a comparatively dull week, so far as sales of old tobaccos were concerned, business being confined to smaller transactions. Packers' attention is becoming more and more diverted to the buying of the new crop, and the tobacco receipts at the various warehouses this week were the largest of this year.

There is apparently an evolution in the packing this year, and a large proportion will be put through the bulk sweating process, which it was shown last year was a more generally satisfactory method.

From 7½ to 8½ and 2 cents is about the rate on purchases made of seed leaf, while 12 and 4 cents was the highest paid for Havana that has come to notice.

One of the specially active buyers has been Mr. Engler, for Sutter Bros. Several crops have been also bought by John McLaughlin, for L. Bamberger & Co.

Luther M. Case, of West Winsted, Conn., spent a week in this vicinity, after visiting Washington, where he was a delegate from Connecticut.

C. R. Martin, who recently opened a new cigar factory at Reidenbach's Store, this county last week returned from a business trip to Buffalo and other points in New York State.

The case of the Attorney General of Missouri for ouster of the Continental Tobacco Company for violation of the anti trust laws, is continued in the Supreme Court in banc until the April term, because the commissioner, who is taking testimony, has not reported. The case has been before the Supreme Court for three years.

Frank Barthel has removed his cigar factory from Grass Lake, to Jackson, Mich.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Weigman Bros., Rabinovitch & Co. L'm'd.

IMPORTERS AND MANUFACTURERS OF
Russian and Turkish *Tobacco & Cigarettes*
OF THE FOLLOWING BRANDS

TRADE MARK *Medjidie, Ruble, Shah, Etc.*

517 SOUTH FOURTH STREET, PHILADELPHIA, PA

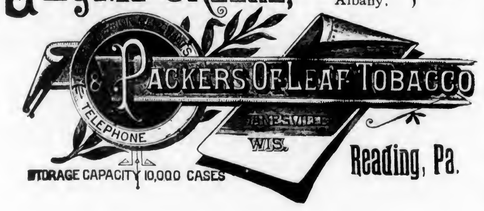
F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873

J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany, } Wis



Reading, Pa.

Philadelphia Tobacco Pencilings.

The cigar store at 208 Arch street, recently purchased by H. G. Cutler, has undergone much improvement since his incumbency. His stock is now replete with a large line of the most popular brands of goods, and a steady increasing trade has been noticed. In the stock Philadelphia made goods are well represented, and they include the "Joe Wright" 10c cigars made by Allen & Marshall Co.; Eisenlohr's "Cinco," Oblinger Bros. & Co's "Vesper," Allen & Marshall Co.'s "Ursa," Vetterlein Bros'. "Sabarosa" and "Fedora," and Roig, Langsdorf & Co's celebrated "Roig" cigars. A line of the "General Arthur" 10c goods has also been placed in stock, while the most recent acquisition in the nickel variety is the popular "Pete Dailey" of T. J. Dunn & Co.

An ambitious display of "Deerskin" tobacco is that made in the bulk window of Gustav Hoch & Sons' Eighth street store. The window contains about 1,000 pounds of tobacco, with numerous signs and placards. In a small show case outside the store were also displayed about 3,400 "Match-It" cheroots. This effort is said to have been a success, as over 200 plugs of the tobacco were sold in less than three hours on one certain day and about 800 "Match-Its" in the same time.

A very satisfactory increase in retail trade is recorded by E. G. Steane & Co. since their removal to the N. W. corner of Chestnut and 10th streets. Their jobbing trade is also in a fair condition, as some good-sized orders are coming in from Ed. Miles, who is now on a trip through the middle west. W. S. Cliver leaves to-day on a two months trip through Pennsylvania and the west.

Referee in Bankruptcy Alfred Driver on Monday last confirmed the sale of the real estate, fixtures and stock of the La Pila Havana Cigar Company, at $2,850 for the real estate and fixtures, and $502.50 for the stock of tobaccos. The sale had been conducted under the personal supervision of Trustee Edmund R. Watson.

The cigar store and manufacturing establishment of M. Kleinberg, at 219 N. Second street, was completely gutted by fire last week, entailing a heavy loss, as the place was well stocked with goods and cigars on hand. Insurance to the amount of $3,200 was carried on it.

Liberstein Bros., proprietors of the La Volga Cigar Factory, at 103 N. Second street, have made it a strictly union factory, and adopted the blue label.

Considerable warfare is now going on in the sales of the products of the American and Universal Tobacco Companies. A small jobbing house has issued a price list quoting "Deerskin" tobacco at a cut price, and it is stated that the jobbers have about determined to uphold no special scale of prices on these goods. By some the advisability of such a course is questioned, for they believe that it would not bring about an accomplishment of the desired purpose.

Godfrey S. Mahn arrived in Philadelphia on Sunday last from Havana, where he made selection of a very large line of goods for his trade. On his return trip he stopped at Key West and Palm Beach, Fla.

J. Pierce Flowers, district manager of the Lovell & Buffington Tobacco Co., of Covington, Ky., recently returned from a visit to the factory headquarters, and is highly elated with his trip and the cordial treatment extended him while at the factory. He seems to be more enthusiastic than ever in making sales of the "Bull Dog" twist and "Old Congress Navy" tobaccos.

Charles E. Brown, District manager of the American Tobacco Co., has opened an office at 127 South Third street, this city, where he will make his permanent headquarters.

Gains are made daily on local sales of the "Pete Dailey" cigar of T. J. Dunn & Co., a line of which has just been added to the stock of H. G. Cutler, 208 Arch street, an enterprising dealer who is making many friends with it for his establishment. In fact, it is reported on good authority that Mr. Cutler now contemplates adding a full line of the "Robert Mantell" 10c goods of T. J. Dunn & Co. to his stock at an early date.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

Cigars and Cigarettes seem to have played an important part in the annual election of officers of the Commercial Exchange held last week, and upon which occasion there was a wholesale distribution of them, with such placards as "Be a man and smoke a cigarette and vote for Tenbrook," etc.

J. A. Rigby and John N. Kolb of the Theobald & Oppenheimer Company, returned from a trip to Tampa and Havana, on Saturday last, having bought a good supply of Havana, both for the Philadelphia and Tampa Factory.

Wm. Chambers has purchased the cigar store and factory of Ferd. Munch, at 1304 Girard avenue.

M. J. McDonnell, is now making short trips for M. J. Dalton the well-known Chestnut street cigar importer and jobber. His recent visit to Atlantic City was an admirable success.

After an illness of a week Manager G. W. Worthington, of the Hotel Lafayette Cigar Stand was again back at his usual place to-day.

The demand for clear Havana goods has been so far this year very good according to reports from Duncan & Moorhead, who have had a perceptible increase in the sales of the "Marcello," as compared with the same period of last year.

The La Hilda Cigar Factory is now in good running order and they report a very promising outlook.

S. Kowarsky, of the firm of Epstein & Kowarsky, manufacturers of advertising novelties, New York, spent several days among the firm's numerous customers in this city during the past week. And although early in the year his large lines of artistic celluloid and leather advertising goods were looked at with apparent appreciation and several good orders were secured. Mr. K. left with his many friends a souvenir in the shape of a desk calendar and memoranda tablet, beautifully covered in leather. A highly ornate and useful desk convenience.

President Roosevelt on February 3rd sent to the Senate the appointment of Wm. McCoach, as Collector of Internal Revenue of the First District of Pennsylvania. His appointment, has not as yet, however, been confirmed.

We had with us during the week: John Alvarez, of Pendas & Alvarez, Victor Trujillo, of Trujillo & Co., M. S. Bondy, of Kaufman Bros. & Bondy, all of New York, and S.H. Plough, of the Plough & Allen Co., of Jersey City.

IN THE LEAF CIRCLES.

Frank Dominguez, of E. A. Calves & Co., was expected home last week. Owing to some unavoidable delay in Havana his return has been hindered.

Sol. Loeb, of the Loeb-Swartz Tobacco Co., states that his house expects to push Connecticut tobaccos vigorously this year. Their business in Sumatra last year was excellent, and far beyond their expectations.

Some fairly good orders are being received by Julius Hirschberg & Bro. from M. B. Arndt, who last wrote from Kansas City.

Broker Herman G. Vetterlein last week accompanied John H. Boltz and party to Havana.

F. Eckerson & Co., report an exceptionally good January. In fact, said Mr. Felix Eckerson, the best January we ever had, and January too is usually one of the dullest months of the year.

Leopold Loeb of the Loeb-Nunez Havana Co., is expected back on Monday next from Havana.

Chas. Hipple, of Hipple Bros., is this week examining some packings of Pennsylvania tobacco.

Valenchek Bros. have just opened a new leaf house at 134 N. Third street, recently vacated by H. C. Nolan & Co.

If energy and ambition count for anything, the firm of W. Dittenhoefer & Co. should reap a rich reward. D. E. Salomon, of this firm, has been among the most active this year, and has already scored a good many nice sales. Besides, the firm also has two salesmen constantly on the road, each doing a fair share of business.

J. A. Kinney, now with H. Duys,

E. E. KAHLER,
328 to 332 Buttonwood Street, READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

Quality and Price Count
IN OUR PRODUCT.
Clear Havana and Domestic Cigars:
FLOR DE CASTILLO—15c.
CHIEF RABBAN, WYOMING ELK, FLOR DE REHAN } 10c.
LADY MAR, EL ORTHO, MEASURE FOR MEASURE, RUSSIAN GYPSEY } 5c.
WE CAN INTEREST YOU. ASK US.
PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

Schuster's *Civita* CIGARS
N. E. Corner
23d & Fontain Sts.
Philadelphia.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN,
METAL,
MUSLIN,
GLASSOID,
CELLULOID, ALUMINUM,
ENAMELOID,
OIL CLOTH,
NICKEL, and
CARDBOARD
of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383-385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

Jr., returned from Baltimore on Friday last, a very sick man, and it is with much regret we note that he has not been able to visit the trade as usual.

Among the visitors in the leaf trade this week were: D. Kalberman with A. H. Scoville & Son; Wm. Newgass, of Newgass & Greenhut; J. H. Schneider, with F. & E. Cranz.

PHILAD'A LEAF MARKET.

There is now a tone of improvement in the leaf market. Invitations to manufacturers to look at goods are being more freely accepted and frequent sales result from these inspections. The demand for Pennsylvania Broad leaf has been good, as also for Connecticut. Although goods of the 1899 crop of Pennsylvania were preferred, owing to a growing scarcity of these the 1900 goods are being taken. Several 100-box sales are in prospect at this writing. Holders of leaf suitable for wrapper purposes are having no difficulty in finding ready buyers for good serviceable stock. Several very fair sales of Connecticut Broad leaf were also reported. Zimmer Spanish is commanding a good price, particularly the '99 leaf.

Havana is gaining activity; in fact the market is now getting stronger steadily. Our importers seem to have realized this situation, and some more or less extensive purchases have been lately made, some of which have already arrived here.

The Sumatra market is only fair; that is to say, a sort of waiting game seems to be played just now, judging from the number of small sales made. The oncoming inscriptions have no doubt something to do with this.

EXPORTS.

Rotterdam, 42 hhds.; Antwerp, 210 bbls., 163 hhds., 60 cases leaf; Liverpool, 22 hhds., 30 cases plugs.

The Hartford, Conn., Courant states that according to figures now being compiled in the office of the Collector of Internal Revenue it will be shown that Chas. Soby is the largest manufacturer of cigars in the district, which included Connecticut and Rhode Island, his output in 1901 having been 4,590,000. It also estimates that 45,000,000 cigars were made in that district during last year.

Imports of Cigars and Leaf Tobacco

FROM HAVANA
Per steamers "Monterey" and "Morro Castle."

CIGARS	cases
Acker, Merrall & Condit, New York	27
Park & Tilford, New York	25
Estabrook & Eaton, Boston	22
Duncan & Moorhead, Philadelphia	15
M. A Gunst & Co., San Francisco	12
S. S. Pierce Co., Boston	12
B. Wasserman, New York	12
Lilienfeld Bros., Chicago	8
S. Bachman & Co., San Francisco	7
Grommes & Ulrich, Chicago	6
Calixto Lopez & Co., New York	6
Reymer Bros., Pittsburg	6
Hyneman Bros., Boston	4
Henry Straus, Cincinnati	5
T. Wright & Co., St. Louis	4
Daniel Frank & Co., Boston	3
G. W. Faber, New York	3
G. S. Nicholas, New York	3
Robert Steel, Philadelphia	3
Goldberg, Bowen & Co., San Francisco	3
W. A. Stickney Cigar Co., St. Louis	2
Michalitschke Bros. & Co., San Franco.	2
Chapin & Gore, Chicago	2
Metropolitan Club, Washington, D. C.	1
Maitland, Coppell & Co., New York	1
S. Lebenbaum & Co., San Francisco	1
Total	196
Previously imported	364
Imported since Jan. 1, 1902,	560

LEAF TOBACCO	bales
American Cigar Co. Chicago	500
Waitt & Bond, Boston	86
Garcia, Vega & Carcaba, New York	81
American Cigar Co., New York	75
E. A. Klein & Co., New York	71
G. Salomon & Bro., New York	67
Solis Cigar Co., Denver	60
Geo. J. Schuster, Milwaukee	53
M. Lorente, New York	48
E. Rosenwald & Bro., New York	40
J. Bernheim & Son, New York	29
Sherman Bros. & Hayden, Milwaukee	29
Greenhall Bros., New York	26
Hinsdale Smith & Co., New York	25
Ventura Blanco, Philadelphia	25
E. Suarez & Balbins, New York	24
Graf & Bauerlein, Milwaukee	20
Sartorious & Co., New York	20
M. Stachelberg & Co., New York	20
L. Goldsmith & Co., New York	19
S. Ruppin, New York	15
C. Vega, Chicago	12
R. M. Blake & Co., Albany, N. Y.	10
Rosenstock & Co., Omaha, Neb.	10
W. W. Harper, Milwaukee	5
Hochstein Leaf Tobacco Co., Mil'kee	5
Rothschild, Sons & Co., Chicago	5
Crump Bros., Chicago	4
I. Bijur & Son, New York	4
Calixto Lopez & Co., New York	3
Total	1,391
Previously reported	5,922
Imported since Jan. 1, 1902,	7,313

The subject of tobacco culture is a question that is being considered by many of the farmers of Sanel velley, says the Cloverdale, Cal., Reveille. The question is not problematic, as several tests have been made and with good success. Ahrens & Hartman, of San Francisco, tobacconists, are back of the proposition, and they want to secure 150 acres to set out tobacco. It is also learned that several parties up Dry Creek way have leased land suitable for growing tobacco at the rate of $20 per acre. Samples of cigars and also samples of tobacco made from the plant grown at Hopland are shown.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Little Lives of the Great.

L. SCHMID.

The man not Afraid of his fetish.

Has prospered exceedingly as an importer of Sumatra yet has invested a large sum in the tent growing of tobacco in Connecticut.

Is remarkable like Lillian Russell for his ability to Reduce his avoirdupois at will. But never rebukes his Pocketbook for getting fatter and fatter.

Is like P. W. Janssen in this that although born a German, Holland has been Remarkably good to him. Is by this time, however, so good an American that he rarely visits Holland.

JULIUS SONDHEIM.

Philadelphia's Little Brother of The Rich.

Lives at Ogontz "in the midst" of a Bunch of multi-Millionaires and drives a better team than any of them. That's his way of upholding the honor of the trade.

Believes in good clean Wisconsin but doesn't turn up his nose at any money making crop.

Has a brother in New York who is Responsible for these veracious Details.

WILLIAM WICKE.

At first his sole Ambition was to make ribbons for Cigars. Now he makes 'em for the Ladies, too, and reads the fashion papers to keep posted on Shades and Widths and Things.

Is the greatest of Pyrotechnic artists. In January, 1901, he gave New York at His Own Expense the finest display of Fire Works ever seen. It took his very last cigar box to do it, but he gave the Town a Show, and he hasn't made any more cigar boxes since.

The coat of arms on his carriage used to show a Cigar Box Flaming, in a tangle of ribbon. Now it is a Silkworm Rampant on a Mulberry Leaf.

JOSEPH F. CULLMAN.

The Great Leap for Life Specialist. Also famous for his Ability to turn Ohio into Havana.

Not himself a Farmer he nevertheless instructs Farmers how to improve their crops. They have a saying down in Middletown, O., that "A half hour with Joe Cullman is worth a dozen text-books" which does his knowledge of Zimmer Spanish scant justice.

Is also a Master of German, Law German, Dutch and Little Dutch.

His brief on Reciprocity is really a brief in its Succinctness and Directness. Only an athlete could have written it. Let us Hope it is not too athletic for the digestion of a Decadent congress.

Progressive Philadelphia.

Theobald & Oppenheimer Co. to Enter the Clear Havana Trade.

Labels Already Selected.

Philadelphia proudly refers to the progressiveness among its cigar manufacturing establishments, notable among which is the Theobald & Oppenheimer Co., manufacturers of the popular brands of high-grade seed and Havana goods—"Wm. Penn" and "Royal Lancer." But this is not all, for they have just purchased the plant and fixtures of the La Pila Havana Cigar Co., sold last week at Tampa, Fla., and will forthwith enter upon the manufacture of a large line of clear Havana goods at the Tampa factory. Active preparations toward this end have been going on for some days, with the result that the company now has in process of completion two special labels for the clear Havana end of its business. These labels are entitled, respectively, "La Toco" and "Te-an-o," under each of which will be made up a large line of fine goods, in many different shapes and sizes.

When the property of the La Pila Havana Cigar Co. purchased at the trustee's sale held in Tampa on January 23, was bought by J. A. Rigby et al., there was some conjecture as to who the real purchasers might

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers.
Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

be, and when it became known that Mr. John N. Kolb, of the Theobald & Oppenheimer Co. was also present, and that they were acting for the last-named, the news spread rapidly, although it was not openly announced by the company until Monday last, at which time the sale was duly confirmed by the referee.

It will be observed that the new year is opening most auspiciously for the Theobald & Oppenheimer Co., and in proof of the high esteem in which the company's present products are held by the largest dealers throughout the country, many complimentary orders were sent them for a case or so of their new clear Havanas, although no samples even have been submitted. A higher testimonial could not easily be bestowed. We venture the opinion that the various sizes of the new clear Havana goods will soon be as thoroughly intrenched in favor in all sections where their introduction may be undertaken as is their present line of seed and Havana goods. That a goodly share of business will be secured can be expected with the utmost confidence. In fact, there is already a popular demand for a line of their new goods, and President Spotz of this company has been urged by their jobbers to have shipments made with all possible speed. He has, consequently, left for Tampa to day, and as soon as the factory can be put in thorough working order, he will proceed to Chicago and other western points.

News from Trade Centers

BADGER STATE NOTES.

Business among leaf dealers in Wisconsin has been rather quiet, although now nearly all salesmen are on the road, and some orders are naturally expected. Collections are reported slow.

The stock of the Davis Cigar Co., of Milwaukee, bankrupts, has been sold by the receiver for $1,075, which is about 85 per cent. of its appraised valuation.

CHICAGO.

H. Duys, Jr., the Sumatra importer, has been in Chicago for some days, in company with Howard Kinney, their Western representative, and reports a very satisfactory business.

Sutter Bros. have completed new sample rooms which they claim are the finest in the country. Specially designed apparatus has been put in to keep the tobacco constantly moist, and a pipe will convey cooling breezes into the rooms in the summer time.

While there has been no general complaint here, the leaf dealers have experienced a very quiet spell.

A large line of cigars made by Celestino Costello & Co., of York, Pa., is now being carried by Philip Jaeger & Co., including "Ye Olde Fashion," "Barrister" and "Little Barrister."

The Best & Russel Cigar Co. has leased the store and basement in the Handel Hall Building, 40 Randolph Street, for five years, beginning May 1, at a rental of $24,500 for the term.

CINCINNATI.

The strike at the Lovell & Buffington Tobacco Co's. works in Covington, which has been in progress since June last, has been ended, and by this time most of the strikers have no doubt returned to work. The trouble came about by the company's refusal to discharge a foreman for alleged abuse of one of the hands, but it was not until a few weeks ago that he finally severed his relations. The company, it is said, will again adopt the use of the union label.

H. Tietig & Bro. estimate the loss on their Miamisburg warehouse, which was distroyed by fire last week, at about $30,000.

Jake Labe, of B. Labe & Sons, Philadelphia, was among our recent visitors in the leaf trade.

CLEVELAND.

The Standard Tobacco and Cigar Company, which made an assignment recently, and which is one of the oldest industries in Cleveland, owes its present trouble, according to men at the head of it, to the impossibility of any small firm successfully competing with the big corporations in output and price.

E P. Watterson, the assignee, who for many years was Secretary of the company, said:

"The present condition of the tobacco trade is fatal to small concerns, and the Standard is but one of many companies that have been driven to the wall by merciless competition.

"For example, the Continental Tobacco Company, with its enormous output, is content with a cent a pound profit. The market is flooded with the brands which that company manufacture. They are seen on the shelves, in every little grocery store and bake shop. The Continental offers prizes for tags and labels. It gives tobacco away if necessary. It can always underbid the small fry. The American Tobacco Company and the American Cigar Company, too, are powerful corporations. All three have practically the same big stockholders. Though under different heads, their interests are the same. These three never interfere with one another, but industriously cut the throats of the small firms by every trick possible in competition. The American Cigar Company took our trade away by cutttng prices. I don't blame it any. It got the upper hand and held it. We would have done the same if we had been able. We simply saw we could not make money, so we quit."

The Standard Tobacco and Cigar Co. gives its liabilities at $45,000, and assets at $40,000.

Morris Glucksman, formerly trading as the Century Cigar Co., has become financially embarrassed. A petition in involuntary bankruptcy was filed last week by Weber & Texler, cigar box manufacturers, Thomas H. Boesger & Bros. jobbers, both of Cleveland, and John Leopold & Son, leaf dealers, of New York.

Some time ago Mr. Glucksman turned over his business to M. Treuhaft, for settlement, and took a position with the American Cigar Co. at Cincinnati. Liabilities are reported to be about $6,700. Assets possibly $6,100. Creditors appear to be more numerous than the amounts are voluminous. They include:

Cleveland National Bank,	$1,929
Meyer Jaskulek, Cleveland,	475
Kaiser & Boasberg, Buffalo,	400
Jaskulek Bros. Cleveland,	518
Mrs. M. Glucksman,	600
G Schlegel, lithographer, N.Y.	217
M. Treuhaft, Cleveland,	250
Postal Cigar Co., Cleveland,	214
Metropolitan Tobacco Co. N.Y.	175
S. Ottenberg & Bros. N. Y.	176

Oscar C. Hene, formerly of New York, is establishing a cigar manufacturing and wholesaling business under the name of Oscar C. Hene Co., in Cleveland, and has secured premises at 212 Champlain street.

The R. & W. Jenkinson Co. has secured the store formerly operated by C. H. Johnson, at 179 Superior street. This makes their fourth store in Cleveland.

HAVANA, CUBA.

Robert E. Lane the well-known New York cigar dealer, is now in Havana, making an extensive selection of fine goods.

Gustav Salomon, of G. Salomon & Bro., is again here.

John N. Kolb and J. A. Rigby, of the Theobald & Oppenheimer Company, Philadelphia, left for home on Wednesday last, Leopold Loeb of the Loeb-Nunez Havana Co., also of Philadelphia, is still here with Gen. Nunez, their resident manager.

Morgan Marshall, of New York, and John Hart, of Hart & Murphy, St. Paul, returned to the States last week, via Miami, Fla.

W. F. Lang and J. M. Young, of the Union American Cigar Co., Allegheny, Pa., are here on a pleasure trip.

Gen. Emilio Nunez, of the Loeb-Nunez Havana Co., of Philadelphia, has considerable Remedios stock of this year's crop, about 8,000 bales in all.

In the Vuelta Abajo and Tumbadero, districts cutting is now quite general.

No cutting has been done yet in the Remedios district, where the plants have been growing quite slowly, while in the semi-Vuelta districts some planting is still being done.

Adolph Sutter and Joseph Mendelsohn, of Sutter Bros., arrived here this week.

SAN FRANCISCO.

S. W. Levine, a popular cigar salesman from New York, is now on the Coast in the interest of Bondy & Lederer, of New York, and has already done some very effective work here.

E. A. Klein, of the El Symphonie Cigar Factory, New York, was also visiting the 'Frisco trade, in company with their western representative, Max Shatz, and while on the coast they made their headquarters with Rinaldo Bros. & Co. their distributers of the "El Symphonie" clear Havana goods. Some phenomenally good work has been done on the "El Symphonie" by Charles S. Bier, of the Rinaldo firm, and Mr. Shatz.

Messrs. Klein & Shatz, left for the East on January 25, having secured one of the largest orders for clear Havana goods that was ever given in this section.

[COMMUNICATION]

EPHRATA, PA., Jan. 29, 1902.
The Tobacco World,

Gentlemen:—We see in your last week's issue that we are mentioned as being among the creditors of the Columbia Dome Cigar Co. We never sold those people any goods. Please correct this statement in your next issue. Yours respectfully,
THE GLOBE CIGAR CO.

Andy Hilsenhoff will soon occupy a new cigar factory building at Humboldt, Ia.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

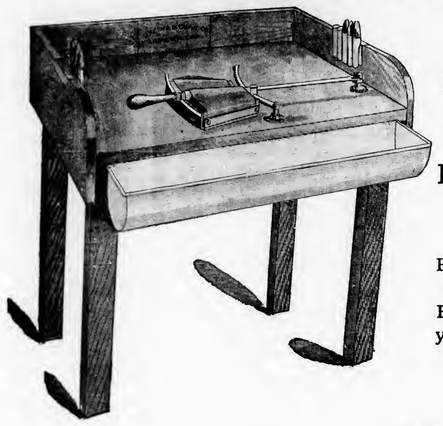
F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

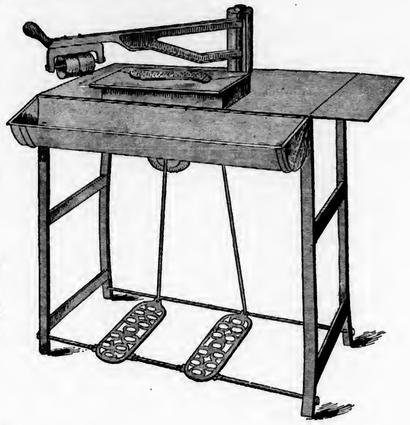
UNANIMOUSLY PROCLAIMED SUPERIOR.
The American
La Melville
Trade-Mark
E. Regensburg & Sons,
Havana Cigars
118-120 Hudson St., NEW YORK.
Havana Scraps and Cuttings for Sale.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars. Free Instruction to Purchasers. Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J. W. BRENNEMAN,
Packer Dealer Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

NEWS NOTES.

The Burgin Tobacco Mfg. Co. is being organized at Burgin, Ky.

Geo. Reese has purchased the cigar business of John W. Williamson, at Ilion, N. Y.

The cigar factory of D. D. Mick, at Blosburg, Pa., has been removed to Jersey Shore, Pa.

James Reedy has purchased the cigar store and factory of P. V. Danahy, at Rutland, Vt.

Chas. O. Williams and Jos. M. Ralston will soon open a cigar factory at Manhattan, Ks.

The strikers at the tobacco stemmery of Lyman McComb, Hopkinsville, Ky., have returned to work.

Fire last week totally destroyed the large wholesale grocery establishment of Michael & Lyons, at Mobile, Ala.

The cigar firm of Furhman & Hermes, at Aurora, Ill., has been dissolved, Harry R. Furhman selling his interest to N. Hermes.

The cigar firm of Magee & Wilson, and a half dozen other firm, at 392 to 398 Atlantic avenue, Boston were burned out on February 1. Loss $75,000.

Ernest H. Mitchell, tobacconist, New Haven, Conn., has filed a petition in voluntary bankruptcy, liabilities $29,063 62, and assets $2,655 40.

A. A. Hancock & Co. has been incorporated in New York, with a capital of $6,000, to deal in smokers' articles, by A. A. Hancock, L. W. Mayer, and H. C. Hayden.

The tobacco warehouse of P. J. Gates & C. N. Burns, at Troy, O., was destroyed by fire last week. Loss about $1,600. Insurance on building $800, stock $300. The warehouse contained only about $800 worth of tobacco at the time.

The wholesale grocery firm of Smith, Lichty & Hillman, of Waterloo, Ia., on February 1 added a cigar department to their establishment, which will be in charge of W. E. Schollian, who was formerly a traveling representative of the Continental Tobacco Co.

The Continental Tobacco Company, which recently bought the Wilson-McCallay tobacco factory in Middletown, O., closing the plant down immediately after the purchase, has ordered Supt. Boykin to resume work in the spinning department. It is thought that within a few weeks the entire plant will again be in operation.

Kerbs, Wertheim & Schiffer's total output of cigars in 1901 was 120,000,000.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

THE TRADE IN READING.

READING, PA., Feb. 3, 1902.

The month of January has seen a great improvement in the local cigar industry and in the factories about this city, Womelsdorf and Boyertown are now in full operation. All in the district had a prosperous year. The opening of the trade in 1902 was not as bright as it might have been, but there has been a steady improvement.

Daniel Fleck, of the Fleck Cigar Co., is on an extended western trip, and is meeting with great success. He is constantly sending in large orders and the factory is kept busy. The firm's new brand, the "City Elk," is now ready for distribution and the prospects are that it will meet with much success.

W. Storm Miller, local tobacconist, received a large consignment of Porto Rico cigars which he is introducing to the trade, in this city. He states that they seem to be well liked by the smokers and patrons of his place.

Reading's cigar manufacturers are greatly interested in the consideration of the reduction of the Cuban duties by the present Congress, believing that they may seriously affect the prosperity of the cigar industry in this district.

A. S. Hartman, of the firm of Hartman, & Riegel spent several days last week looking up the firms's interests in Philadelphia, Chester and Trenton. He received a number of flattering orders.

William W. Prutzman, manufacturer of the "Greater Reading," is on an extended visit to Porto Rico. It is said that if conditions suit him, he may locate there permanently.

John G. McGraw, Southern representative of Yocum Bros., this city, is spending a few days in Reading. He makes his headquarters at Baltimore, and looks after the firm's trade in the South. He reports business exceedingly brisk. He says that Reading cigars sells better than ever, and that his sales for 1901 were considerably ahead of any former year.

Charles O. Klotz, the new Pennsylvania representative of Schroeder & Arguimbau, New York, was in this city last week, and made many acquaintances in the trade here, with all of whom his house has been long and favorably known. His activity and courteous manner is much commended.

J. Pierce Flowers, representing the Lovell & Buffington Tobacco Co., Covington, Ky., and a representative of Charles Gross & Co., Philadelphia, were also here.

A prominent cigar dealer of this city, had a hearing before Alderman Miller last week on the charge of selling cigarettes to boys ranging in age from 12 to 16 years. Fully fifteen testified that they purchased the weed at his place, and he was held in $500 bail for court.

Cigar manufacturer John J. Roth, has issued a number of large placards, attractively lettered and bearing the label of his "218 Sporting Club," a nickel cigar. The cards are handsomely framed and rest on neatly designed easels. There is a great demand for this cigar, and Mr. Roth has booked a large number of out-of town orders. He contemplates enlarging his business place in the spring.

C. M. Yetter, cigar manufacturer at Mohn's Store, Berks county, is perhaps one of the busiest manufacturers in the county. He recently made some improvements to his factory and employs a large force of hands. He makes a specialty of a nickel brand called the "Pythias."

John E. Anderson, formerly of Reading, moved to Gouglersville, Berks County, and will engage in the manufacture of cigars there. He formerly was employed at Gumpert Bros' factory this city. POMPEY.

A Chicago Broker's Views on the Credit Question.

Chicago, Feb. 1, 1902.

Having noticed in your correspondence from York, Pa., the remark of a cigar manufacturer who is a creditor of the Columbia Dome Cigar Co., that he would rely more upon his salesman by selecting an A1 to represent him, I have been in the brokerage business for fifteen years, and can say that every manufacturer can be his own judge of credits if he pursues the policy of cash only; that any house purchasing his goods on time is not an account worth having. There are two classes of brokers: (1) a broker who cares only for his commission and little about credits, and lets the houses whom he sells for take the chances, and (2) the broker who sells for cash or to A1 houses only. The failures in Chicago, St. Paul, Minneapolis, St. Louis and Milwaukee, where at least $250,000 has been lost by the manufacturers of the Ninth District, Penna., in the last two years, should be a lesson to the different manufacturers. Then, looking at the broker's side of the question: Were the manufacturers all honest, report all duplicate orders, and even, when the trade is worked up, try and dump a broker, or defraud him of his commission? By practicing honest and fair treatment, all around, would be the gainers. ADEVA.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS
Common Cigars furnished, if desired.

WHY IT PAYS!

It very often occurs that manufacturers in various lines relegate to the scrap pile thousands upon thousands of dollars' worth of the most expensive machinery.

We sometimes hear or read about a manufacturer who has just installed an equipment of new machinery only to tear it out and sell it as junk.

Why do they do this?

Simply because new inventions, new discoveries make what was considered all right yesterday all wrong today.

They do it because their success, their very business existence, depends upon keeping abreast with the times, at whatever cost, having the most modern and effective machinery.

Now it is just the same in the cigar making business as it is with any other. You can't hope to compete with your rivals, you cannot expect to be prosperous unless you keep up-to-date, unless you see that you are equipped with the best tools and appliances which inventive genius can devise.

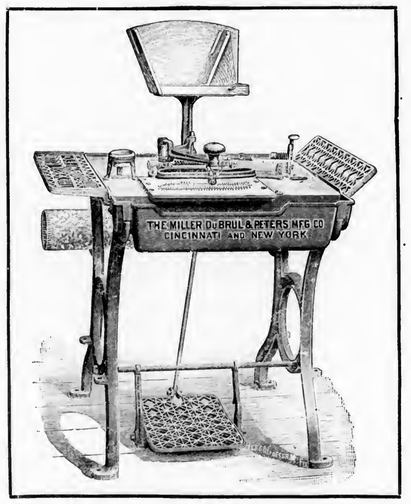
You can afford to install immediately the DuBrul Dieless Suction Table.

You could afford to do this if it cost three or four times as much as it does.

This is true simply because this table solves the problem of making a perfect hand-made cigar in the shortest possible time and at the least possible cost. That is the whole story in a nut-shell.

Progressive cigar manufacturers have considered the suction table a necessity in their business notwithstanding the fact that the dies and rollers of the suction table were an expensive and irritating nuisance, and only a makeshift at best.

Now we have a dieless table—a simple, easily operated table which cuts the wrapper with a circular knife instead of dies and rollers, does not get out of order and results in better work in less time at lower cost than can be done in any other manner. Such being the case how can you afford to put off installing this table?



It will prove all that we claim for it, and if you could see it in operation you would agree at once that to a cigar manufacturer it is one of the first necessities of life.

A full and detailed description of the table will enlighten you on many points which cannot be covered in this advertisement.

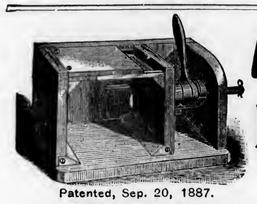
We would be glad to have you write us, asking any questions that occur to you and we will promptly reply in full.

To meet all sorts of views we still make our Die Tables, admitted the best. Both kinds on exhibition at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

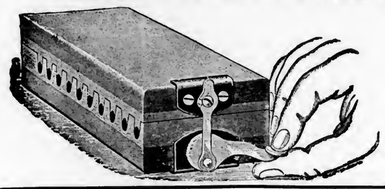

Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

HOW IT IS IN YORK.

YORK, PA., Feb. 1, 1902.

There seems to be a lull in that part of the cigar business which appertains to the medium grade of cigars. The extreme cheap goods are too scarce to be found, while those making higher classed goods are, as a rule, busy.

Some of the box makers in the city complain of lack of orders, but not a few located in the county are working full time and very busy.

Senator Penrose has introduced in the Senate a bill for the benefit of the F. X. Smith, Son & Co., of McSherrystown, Pa. It seems that on November 3, 1899, the Smiths paid to the revenue office in York $180 for revenue stamps. The stamps were fowarded by the York office but were never received by the claimants. The bill introduced proposed that the Secretary of the Treasury be authorized to pay the amount specified to the claimant. It was referred to the Committee on Finance.

The cigar factory recently opened by Edward Kesting, on West Jackson street, was found to be on fire on Saturday afternoon last. It was extinguished in a short time by the fire department. The loss was slight, being confined chiefly to damage by water.

J. H. Stiles, leaf dealer, claims to have had a very satisfactory month during January, and, in Joe's own language, "It was one of the best months I ever had.

Frank R. Krout, of Jacobus, Pa., has moved into his new factory recently erected, and is very busy with an increased force of hands.

W. C. Smith, of Windsor, finds trade "first rate," having numerous orders and making large shipments daily. He has recently removed to new quarters, now having an office well becoming his increasing business.

But few brands of cigars have met with as much success as the productions of the Bear-Sprenkle Co. at West Manchester, Pa. The "Cuban Gentleman," a popular 5 cent article and the "J. Russell Young," a 10-cent brand, deserve especial mention. They are handled exclusively through George Haines on West Market street.

The contemplated launching on the market of a new brand, is now an assured fact. It will be styled the "Cuban Gentleman, Jr." and is positively asserted to be a full Havana filler, to retail for five cents. From present indications and the progressiveness of the jobber, Mr. Hains, this new brand will meet with well merited success in this city, and elsewhere.

Lee Jacobs, of San Francisco, Cal., a successful cigar salesman, intends coming East within the next few days, to complete arrangements with the Bear-Sprenkle Co. for handling their goods on the Coast.

It is generally conceded to be a good indication of prosperity when business men decide to enlarge or build. Such is the case with Bear Bros., located at Zions View. They will in the near future erect an addition to their factory, in order to employ more help to meet the present demand for goods. This firm is composed of young men, who have in a quiet and unassuming way built up a trade which gives employment to a goodly number of hands. It is an open secret that good goods sell anywhere.

Prior to moving into his new factory at Nashville, Henry F. Kohler entertained his employes in real "Auld Lang Syne" style, giving them a dance, followed by a sumptuous feast. His new factory is one of the best appointed in the county, and is a model for neatness and convenience.

R. M. Granat, of Gillen and Granat, has been away on a trip in

W. H. RAAB & SONS.
MANUFACTURER OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

THE BEAR BRAND
GUARANTEED PURE
NO ARTIFICIAL FLAVOR
MADE BY C.M. BEAR
LONG FILLER

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
C. E. LEBER, Proprietor No. 1597
Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports
HAVANA AND SEED **CIGARS**
Special Brands to Order. DELROY, PA.

D. B. GOODLING
Manufacturer of **CIGARS** Jobbing Trade only
Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

New York State and Ohio for the past two weeks.

An aged man in the tobacco business is Isaac Stirk, of Lancaster, who visited the city during the week on business.

Samuel C. Kocher, of Wrightsville, called on the trade in the interest of his business on Saturday last.

Mr. Newman, of Young & Newman, Philadelphia leaf dealers, was in town this week calling on the trade, in company with their salesman, H. E. Miller, and, if looks do not deceive, business was good.

"Bobby" Uhler was with us this week, hustling for his house, Sutter Bros., and reports business very fair.

Anthony Munchel, a popular cigar manufacturer here, reports business very fair. His trade on the "Nitaunes" 5-cent cigar is on the increase, as well as the sale of "Lone Chief" 10 cent goods. He has been compelled to increase his factory force. Mr. Munchel, has discovered some one using his "Lone Chief" label, and promises trouble to them, and, from papers shown us, he is in position to make it warm for some one.

The American Cigar Co's. representatives are here, championed by their Mr. Williams, and are again working the trade. They have done quite a lot of bill posting, sign painting and tacking here, but th goods are selling slowly.

J. Oliver, the popular "Polar Bear" man, has been in town for some little time, working the trade on "Polar Bear," and acquainting the consumers with their premium schemes on the goods.

The decision of the court here, compelling the retail cigar stores, barber shops and saloons to put away their slot machines, has made some of the retailers feel sore, and there is some talk of making up a pool, and trying a test case.

D. P. Boyer's handsome pool room is quite an addition to his cigar store, and "Dave" is doing a nice business. His "Vivy Fins" 5 cent cigar is very popular, and rumor has it that all the "Cubanola" men smoke them after working hours.

C. W. DePauw, Secretary of The Monarch Tobacco Works, Louisville, Ky., was in town last Saturday. Mr. DePauw has a weakness for old mahogany furniture, and while here went hunting for some.

J. Philipps, 725 Best street, Buffalo, N. Y., was in town this week. Mr. Philipps was here to buy cigars and leaf He is a staunch "Union" man, and will buy goods made by Union hands only. He reports business in Buffalo as very good.

Hains' Diamond Cigar Store is doing a nice business and this week has a very fine window display of pipes and smokers' articles.

The snow this week brought all the boys out with their sleighs, and they had many a brush on the road. Mr. Winter a leaf dealer here, had an upset on Friday, and smashed his cutter, but fortunately received no bruises. The horse ran away but was subsequently caught.

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.

B. S. TAYLOR,
YOE, PA.

Packer and Dealer
IN ALL GRADES OF
LEAF TOBACCO
All goods handled at my own warehouses.

Western Tobacco Reports.

EDGERTON, WIS.

The business of moving the 1901 crop in the southern growing sections is pretty well tied up at the present writing. Some riding is being done in many localities but the amount of trading effected is decreasing. The growers are not disposed as yet to grant much concession in price, while on the other hand the buyers are unwilling to pay the figures demanded. So long as these conditions remain there is little hope of any general movement. A few sales only at former quotations have come to notice.

The market for old leaf is uneventful, a few transactions among local dealers have taken place. but the bulk of business is confined to small lots to manufacturers. J Friedman & Co., of Chicago, have added to their already large holding of 1900 by the recent purchase of 300cs from McIntosh Bros. E. C. Hopkins sold a 100cs lot of '99 to a Philadelphia firm this week.

An enthusiastic meeting of the tobacco growers and dealers of the state was held at Madison on Friday, when resolutions were adopted placing the industry upon record as opposed to any tariff changes and the protest forwarded to Washington. A permanent state association was also effected, putting Wisconsin in line with other cigar leaf growing states.

Shipments, 525cs.—Reporter.

JANESVILLE, WIS.

The intensely cold weather has kept the buyers home since our last report. What few buyers are riding are not doing much buying, claiming that they cannot pay the prices asked for the lower grades, that the quality will not warrant them paying the figures asked. The better grades unsold will bring good prices.

But few crops have been delivered this week, owing to the extremely cold weather which has prevailed much of the time.

In cured leaf about the average amount of business has been done. Fisher & Fisher sold 360 cases to a Philadelphia firm, and L. B. Carle & Son sold 350. Fisher & Fisher are sampling a large lot this week. —Farm and Home.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of new tobacco this week were 258 hhds.; offerings on the breaks 4 hhds.; public and private sales 10 hhds.

The break market is virtually closed, and the small offerings and sales give no measure of values.

We have had a severe storm of sleet doing great damage to telegraph and telephone wires and to timber. The roads are too slippery to haul upon and over to the prizing houses.

The loose tobacco market is quiet on account of the weather.

Planters are holding firm to recent advance in price For old tobacco, we quote,

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

HOPKINSVILLE, KY.
M. D. Boales.

The weather for the past week has been cold and the earth covered with two to three inches of sleet, stopping all movement of man and beast as well as wire connections with the outside world. The market is doing nothing of any consequence during the month. Receipts are fair and there is some soft tobaccos that could be had for less than the prices paid in the country for loose. Fine opportunity for stemmers and re-handlers to buy cheap tobaccos. The crop is doubtless the best all round crop saved for several years, with smallest proportions of Lugs ever known. Lugs and Common Leaf will sell higher Brown and dark colors predominate The remnant of old Lugs held to 4¾ to 5c; on Leaf, 5½ to 7½c No market quotation on new crop

MONTHLY STATEMENT	January. 1902.	January. 1901.
Receipts for Month	580	925
Sales for "	47	160
Shipments for "	187	981
Stock on sale	758	1,207
" sold	489	2,023
" on hand	1,247	3,250

Tobacco Farms in Japan.

For many years the tobacco used in Japan has been imported from the United States, from the Philippines and from Egypt, but an effort is now being made by the Japanese government to grow tobacco in Japan. Tobacco farms, says the Japan and America, have been established in various provinces to ascertain where the best soil for different kinds of tobacco is to be found. The result is reported to be very satisfactory. The tobacco produced is said to be equal to the best American, and the hope is entertained that after a few years Japan will grow all the tobacco she needs, particularly the finer grades. There is not much soil to spare from grain crops in Japan itself, but in Formosa and Corea there is an unlimited field for planting enterprise.

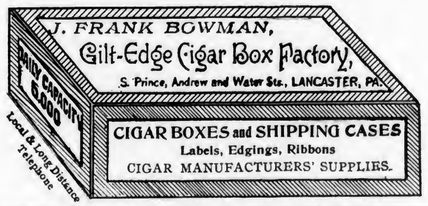
A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

J. M. McGUIGAN
SEVEN BRANDS — Light Horse Harry, La Colonia, Cassandra, Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.



KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

INTERMITTENT
Heat Motor Co.
Manufacturers of the
New Automatic Advertising Devices
340--342 N. Concord St.
LANCASTER, PA.

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

Manayunk Specials. 13,563.
For cigars. Registered January 27, 1902, at 9 a. m., by J. Toffler, Philadelphia, Pa.

Princeton Smoke. 13,564.
For cigars. Registered January 27, 1902, at 9 a. m., by J. Toffler, Philadelphia Pa

4234. 13,565
For cigars. Registered January 27, 1902, at 9 a. m , by J. Toffler, Philadelphia, Pa.

Morning Round 13,566
For cigars, cigarettes, chewing and smoking tobacco Registered January 29, 1902, at 9 a. m., by E. E. Kahler, Reading, Pa.

Wameta 13,567.
For cigars Registered January 29, 1902, at 9 a m., by Fleck Cigar Co., Ltd , Reading, Pa.

Our Scramble. 13,568
For cigars, tobies and stogies. Registered January 29, 1902, at 9 a. m., by A. D. Killheffer, Millersville, Pa.

Our Salesman. B. P O. E. 491. 13,569.
For cigars. Registered January 29, 1902, at 9 a. m., by D. Pareira & Co., Philadelphia, Pa.

Dora Rosa. 3,570
For cigars. Registered January 31, 1902, at 9 a m , by J. C. Heckert & Co., Dallastown, Pa.

Queen Viola 13,571
For cigars. Registered January 31, 1902, at 9 a m., by J. C. Heckert & Co., Dallastown, Pa.

REJECTIONS.

"Rosadora," "La Viola," "Viola," "Medora," "Our Dora " "The Western Union," "La Pomona," "Importe de Cuba," "Brandywine," "Buffalo," "The Logan House," "The Castor."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

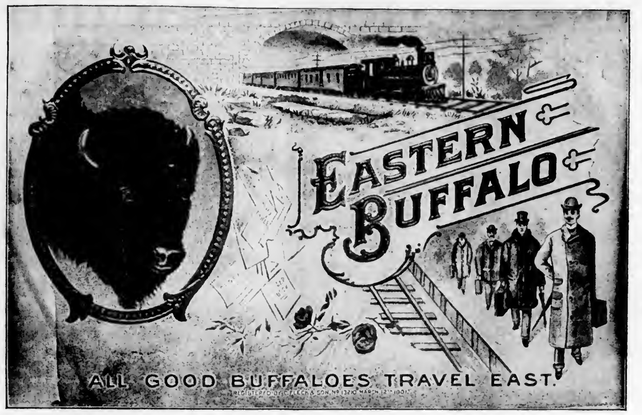
The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

La Regento. La Regentor Hamlet Club, Trinity Five, El Mido, Old Pal Usacuba, Usacuban, Cubausa, La Voz de La Patria, El Kazar, Criquette Elouise, Pritania Satania Flor de Cayey, Flor de Rucabado Inkling, Florella, La Flor de L Mora. Albuquerque Journal Democrat, Royal Book. La Banita, Florizel, Sumatrico. Fortajada, La Belle Fortajada, The Good Win, Nat. C Goodwin, Marie Garcia, Short Nickel, Petit Bordeaux, Molly Pitcher, The United Emblem, El Emblema Uuidas, Tecumseh's Trail Concours, Facion, King Charles Martel, Deemat, Permiter, Consuela Tamayo, Lasting Mellior, Flor de Pudesco, Cardinal Brand, Albanola. Young Teddy, Kathie Brandt Kathie, La Buernola, Fuma Rosa Cassini, Lady Ella, Lady Spencer, El Agencia, La Maquina, El Crono, Tepee, Bullie American, La Jolla, The Little Rogue, Lady Bess, Lady Sibyl, Princess Ella. Lady Verona, Countess Viola, Princess Magda, Princess Neola, Creole Beauty, Lady Mildred, Wyona, Countess Verona, Duchess Maud, Countess May, Queen Olivia, Queen Rosita, Princess Naoma, Queen Jess, Lady Viola, Queen Nina, Lady Ethel, Princess Evelyn, Lady Madeline, Lady Hazel, Princess Voneita, Lady Henriette, Princess Leola, Lady Eleanor, Princess Clara, Lady Jeanette, Lady Julia, Queen Cleo, Lady Lucille, Lady Nina, Lady Jess, Lady Lelia, Lady Florita, Princess Flora, Princess Jane, Lady Mariana, Lady Rita, Lady Edna, Lady Isabelle, Princess Edith, Lady Vivian, Princess Edna, Lady Virginia, Lady Frances, Lady Olive, Princess Anita, Queen Belle. Lady Corinne, Queen Marietta, Lady Cubana, Lady Juliette, El Florano, La Rosiola. La Medalora, Smokers Inn, Ramich, Gold King, Sultan Jerie, Perth Amboy Ophir, Silver Key Kieferetts, El Tordo, Isthmus, Isthmian Canal. El Tampado, Tampatita, Chickering, Berkett, Maud Princeton, Hanselmann. Marsano. Kip, Wonderette. The Bradford Leader, La Flor de Henry Cates, Lavencia, Vara Seed El Nombre. Top Smokers, Tip Top Smokers. Haak's Smokers, Spot Smokers. Zazaro, Semiramis, Anglo Egyptain, Romulus, Virginius Rufus La Favorosa. El Favorencia La Nueva Republica, Monongahela Club, Elk Smoker, Flor de Ramon Garcia El Probado, Cubatita. 43. Annexation Resagos, Fitchburg Commercial Club Bouquet de Trujillo y Ca. Favorita de Syomette, El Magneto. La Normalia, Metoro, Red Whale. Porto Vana, Varoma, Malino El Vapo, Ovalo. Floroma, Manhattan Cafe Beauties. James Lindsay, Los Inventos. Zoo Boy, Little Shavers. I'll Do. Unio. Vista Orada, Havana Castle. Basco Nunez de Balboa. Blue C, Red Ring Green Eagle, All Ready. King Nottoc. La Dreu, Club Reina, Eden, The Prophet. Cannon Ball, Scare Crow, Judge Wilson, Puritan, True Stock, Adeva, Sheldon's Criterion, Yankee Flyer.

Tobacco In Kentucky.

The statistics of manufacturing industries for the state of Kentucky for the census year 1900 show that the manufacture of tobacco is the most important industry in the state. The 337 establishments reported in 1900 with a total capital of $9,451,725 gave employment to 6,838 wage earners, or 10.9 per cent. of the wage-earners employed in the state, and the products were valued at $21,922,111, or 14.2 per cent. of the total value of the products of the state. In 1890 there were 26 establishments, with a total capital of $4,890,851, wage-earners to the number of 5,435 and products valued at $11,321,375. The increase in the value of the products during the decade was $10,600,736, or 93.6 per cent. In 1890 there were 38 establishments in the state devoted to the manufacture of smoking and chewing tobacco and snuff, capitalized at $2,687,471, and having a total output valued at $6,788,586. In the last census year the number of these establishments had increased to 59 the total capital to $3,485,793, and the output to $4,948,102. A decade ago there were 144 cigar and cigarette factories in Kentucky, employing a total capital of $528,297, and having a total output valued at $1,058,099. The census of 1900 shows that the number of these factories had increased to 180, the capital to $1,105,303, and the output to $1,506,559. In 1890 there were 79 establishments in the state engaged in stemming and rehandling tobacco, employing capital to the amount of $1,675,083, and having an output valued at $3,474,750. In 1900 the number of such establishments has increased to 98, the capital to $4,860,629 and the output to $5,467,360.

In 1810 there were 2 tobacco factories in Lexington, and in 1819 two of the establishments located in Louisville were engaged in what was known to the trade as preparing strips for foreign markets, while the others produced cigars, snuff, and chewing tobacco. At that period cigars were made in small establishments in nearly every town in the state, and on many farms, while chewing tobacco was also made in a number of towns. Owing to the facilities for communication with the largest tobacco growing section of the country, Louisville has been for many years a leading leaf tobacco market of the world, and its greater facilities as a distributing point have given it an added advantage over other localities in the state equally well supplied with the leaf. Tobacco industries of all kinds have tended, therefore, to concentrate in that city, although the establishments at Owensboro and Henderson do an extensive business in preparing leaf for shipment.



IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
We make Strictly Standard Quality Goods.
A SAMPLE ORDER WILL CONVINCE YOU. TRY IT.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

It is a hard as well as a painful task to write up the conditions of things occurring in the valley. And we are very much disposed to pass over the transactions of the last few weeks. Hundreds of acres of tobacco have been gathered in at ridiculously low rates, much of it at fairly good filler rate, and others at about the rate that binders used to sell for. And all this because the growers didn't want to assort it, or even if there was pole sweat to go to work and throw it out. They were seemingly frightened off their base. We venture the opinion that those who assort and hold their crops will get much larger prices than for several years past.

We have reports of sales in many towns, but the prices run so low that we haven't the face to give them. Most of the larger growers are either assorting their own or have taken it to some local grower who has the facilities for the work and is doing it by the pound, while others are sorting out the damaged leaf and expect to sell in the bundle. There is a very short supply of domestic leaf in the country, and every sprig is needed. The cigar makers are using each week 2,117,292 pounds for their output. Where is it to come from?

We note at Suffield, Ct.: Messrs. Chapman & Son, who raised 45 acres last year, and which stripped 59,700 pounds, have sold it to a Syracuse firm last fall at 23 cents in the bundle, and were paid $2,000 to bind the bargain. They after declined to take the goods. Chapman & Son advertised and sold it at auction for 15¾ cents a pound and sues for the balance.

At Pocomptuck we hear of one sale at 15 cents, at East Hartford good lots of seed leaf from 18 to 22½ cents, at Shaker Village Justin Bardwell 2½ acres at 16½ cents. At Amherst a number of sales were made at from 8 to 14 cents, and some lots taken to Hatfield to be assorted and packed and force sweated.

Sunderland: "A little movement of tobacco occurred last week. Several lots were sold; some on private terms, others at prices from 8 to 14c. Many of the lots after sorting proved better than was expected, and have sold well."

Conway: "No sales to report. A few are delaying sorting until the first of February before they commence to assort, hoping to sell by that time. The general opinion of those who have not sold is to hold until certain figures are paid."

Whately: "C. B. Dickinson sold 12 acres at 15c. Thomas Flynn sold 10 acres at 14½c in bundle to American Tobacco Company. Mrs. Flavin 10 acres at 12c. Erastus Graves 11½c in bundle, all of these to American Tobacco Company. Hiram Bardwell, Elisha Grover, George Graves, Charles Bardwell, L. Sanderson and Mr. Codding at 10c. These lots were from 2 to acres each."

We have many other accounts of deliveries of goods and of the docking practiced by the dealers, but prefer to let them go without even a mention. The fault is largely that of the grower. If he wants to sell his crop at filler rates it is his business. He only shows his ignorance of the market conditions.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

Outlook for the 1901 crop prior to the polesweat era in August was never better. It seemed as though the packers were getting the crops that they were rushing about to secure at really a low rate, and were bound to make an excellent margin on their purchases. But the humidity and terrible heat had the effect to stop any further transactions on the part of the packers, and the later backing out from their bargains, and their determination not to honor their bargains only at a deduction anywhere from 12½ to 50 per cent. deduction from the agreed price, according as they could manage to browbeat the grower. If they had demanded of the grower to assort out the damaged leaf, and then taken the sound leaf at the agreed price, it would have shown them as honorable men. As it is, the growers will form their own conclusions and will take no stock in their statements, and very many will insist upon a sum sufficient to bind the bargain effectually, while many will continue to assort and pack their own crops.—American Cultivator.

BALDWINSVILLE, N. Y.

The interest of the growers is directed toward the proposed reduction in the tariff on Cuban tobacco and all the growers in this section are a unit in opposing it. J. W. Upson was in Washington last week as a representative of the New York Tobacco Growers' Association at the hearing before the Ways and Means Committee, and everything possible is being done by the local association to oppose the reduction.

During the past week a considerable number of crops have been picked up at the prices that have recently prevailed. J. T. Skinner, representing G. Falk & Bro., has purchased the following crops at prices ranging from 8 to 11 cents assorted: Breed & Son, Van Buren, 2a, W. H Rouse, Van Buren, 2a, W. F. Reed 1½a, John Sullivan, Stiles, 2a, Newton Blanding, Stiles, 1a, E Madden, Hortontown, 5a

E C. Munroe is reported having bought the following crops: F Wilson ½a, 9c, W T. Lum, Bridgeport, 1½a 8½c, Wm Herrick, Cicero, 1a, 9c, Wm. F. Cushing, Cicero, 1a, 8c, Asahel J Melvin Euclid, 4a, 9c, W. H. Wells, 4a 8c, W. W. Walker, 3a, 9c, O M Bigelow, 2a, 7c, J Schoolcraft, Liverpool, 2a. 7½c, Isaiah Harrington, 1a, 7c, Erwin Widger, 2a, 7c. H. Schneider, of New York, was here Wednesday and received the crops recently bought by his firm. Leopold Miller & Sons, a carload being taken in, which was shipped to New York. A. L. Sylvester, of New York, of the firm of Lewis Sylvester & Son, was also here the latter part of last week.—Gazette

MIAMISBURG, OHIO.

The deliveries of the 1900 crop still continue to dribble along, a crop or two at a time, with no change in prices—Zimmer from 8 and 2c to 9c through; seedleaf from 6 to 7c through, and Dutch from 4½ to 5c through.

Operations in the new crop Zimmer are still indulged in, but the business of the past week is below the average in volume. The ruling price is still 10c. The fog of Sunday enabled farmers to remove more of the crop from the poles, preparatory to stripping. Some growers who were fortunate in getting their crops entirely stripped will deliver here on Saturday —News.

According to the census of 1900 Maryland had 5 establishments engaged in the manufacrure of chewing and smoking tobacco and snuff employing 2 002 people and turning out products worth $7 054.159. At the same time there wese 382 cigar and cigarette factories in the state. with an aggregate of 2 309 employes and an output valued at $2 842 769

PATENTS RELATING TO TOBACCO

692,126 Match-making machine; Ed H Eisenhart, New York city.

642,026 Cigar holder; Louis Muller, Chicago, Ill.

35,637 Design. Tobacco pipe; Henry W. Comstock, Boston, Mass.

IN THE

Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes with be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____
Name ____
Street, ____
City ____ State ____

Paper Backed Foil

PURE TIN FOIL

Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York

COMPOSITION FOIL

Corrugated, Colored and Printed Foil

Shall the Domestic Industries of Cigar-leaf Tobacco Production and the Manufacture of Cigars be Transferred from the United States to Cuba?

Brief presented to the Ways and Means Committee at Washington, by Herbert Myrick, Editor of "American Agriculturist."

The Garden Spot of the World for Tobacco Culture.

The island of Cuba is naturally adapted to the production of a high-grade cigar leaf tobacco, yet the methods of culture there have at best been careless and inaccurate. In spite of this, and with all the burdens of Spanish domination, the tobacco industry of Cuba has long been a profitable one for all concerned. And this, in spite of the fact that to get Cuban leaf or Cuban cigars into the United States, both these products have always had to pay the United States tariff.

Cuban Tobacco has the World's Market.

Prior to the Spanish war, Cuba exported to the United States about one-third of her production of leaf tobacco, and from one-fourth to one-third her manufactures of cigars. The rest of her production of leaf or cigars was exported to other countries, or consumed at home.

During the last two fiscal years, the exportation of tobacco and its manufactures from the island of Cuba, has been as follows, according to a statement prepared for me under date of January 9, 1902, by the Division of Insular Affairs, War Department:

Countries.	Tobacco and Mfrs. of Fiscal year 1899-1900	Fiscal year 1900-1901
United States	$12,934,339	$13,275,793
United Kingdom	3,996,676	5,520,879
Germany	1,799,220	6,156,429
France	640,257	800,059
Spain	701,977	440,628
Italy	16,860	23,898
Austria-Hungary	314,237	564,323
Netherlands	26,513	114,402
Canada	222,028	445,154
Argentina	160,919	295,081
Chile	172,880	239,070
Colombia	82,229	128,438
Uruguay	36,723	54,201
Australasia	235,071	317,149
Other countries	372,726	532,550
Total	$21,712,655	$28,908,054

There is nothing to prevent the Cuban tobacco industry from enjoying as large profits as it ever had from its trade with the United States, even if the tariff is not changed an iota. Nor is there anything to prevent Cuba from increasing its tobacco trade with other countries, and to its very great profit.

Observe that during the past year Cuba's tobacco exports to Germany increased more than three-fold over the previous year, while her shipments of tobacco and cigars to the United Kingdom increased 25 per cent.

With but a slight increase in the shipments to the United States, Cuba's total export of tobacco and cigars shows a gain of one-third for the past year compared with the previous period.

Brilliant Future for Cuba's Tobacco Industry.

Now since we have relieved the tobacco industry in Cuba from the exactions to which it was subjected by Spain—in spite of which it was formerly very lucrative—there is every reason to believe that the tobacco industry of Cuba will be vastly more profitable in the future than in the past, even if the tariff into the United States is not changed. No testimony to the contrary has been adduced before this committee.

In other words, a reduction of the tariff on Cuban tobacco and cigars is in no wise essential to an evidently greater prosperity in that industry in Cuba than it ever before enjoyed.

Vast Domestic Industry Threatened

This being true, what excuse is there for reducing the tariff? This question is all the more important in view of the immense damage such tariff reductions would inflict upon our domestic tobacco industry.

Such reductions would very largely destroy the now fairly profitable domestic specialty of cigar leaf tobacco culture in Florida, Georgia, Texas, Wisconsin, Ohio, Pennsylvania, New York, Connecticut, Massachusetts, New Hampshire and Vermont, not mentioning other states.

Disastrous as this result would be from an agricultural standpoint, even greater would be the damage to our present immense domestic manufacturing industries of making cigars and cigarettes. Such manufactures exist all over the country; they represent an investment of over $100,000,000; the annual product is worth over $150,000,000; it employs more than 125,000 people and pays them some $60,000,-

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT **Promptly** Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa**

Agents for "Havanarine."

The Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

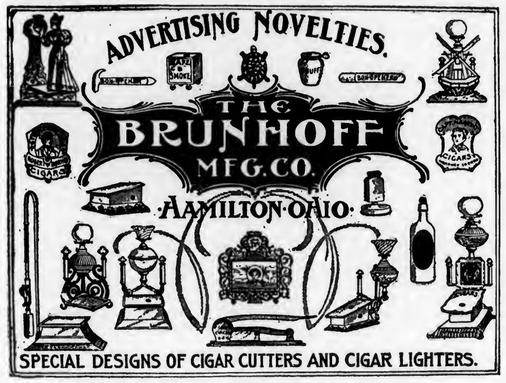
Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

le Droit Building, WASHINGTON, D. C.



LITHOGRAPHING
METAL EMBOSSED LABELS
METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS
ENGRAVING
EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

M. H. Clark & Bro
Leaf Tobacco Brokers,
Cable Address, "CLARK."
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

ooo in wages, besides consuming $50,000,000 worth of tobacco and other supplies, mostly produced within the United States.

Under free trade, or any material modification of the tariff, this vast domestic manufacturing industry would be largely transferred to Havana or Manila, unless our domestic cigar makers accepted a wage reduction that would bring their pay down to the low level of wages of cigar makers in the tropics. Such a change would be the most complete and revolutionary ever witnessed in the industrial world.

Cigar Leaf Industry not Depressed.

Be it understood, furthermore, that the cigar leaf tobacco industry of the world is prosperous and flourishing. It is enjoying an era of high prices and a rapidly increasing consumption. Indeed, prices of all desirable grades of cigar leaf have seldom been higher for the same length of time than the values now prevailing and that have prevailed for months.

While it is true that the sugar market throughout the world is depressed by over production, the cigar leaf tobacco on the contrary is in a strong position. Therefore, none of the arguments that are being made for free Cuban sugar will apply to Cuban tobacco.

This point should be distinctly understood and cannot be too strongly emphasized. The cases of Cuban sugar and Cuban tobacco are not analogous. Each should be considered separately.

With its great natural advantages of soil and climate, and a people to whom the culture and manufacture of leaf tobacco has become a second nature, the tobacco industry of Cuba is absolutely certain to enjoy larger profits than ever before. Why should the United States add unnecessarily to such already large profits, to the grave detriment of its own people?

The honorable governor general of Cuba has testified that Cuba's production of tobacco and manufactures therefrom has "about reached its maximum." (See Gen. Wood's article in The Outlook for January 18, 1902.) Such a statement indicates either, (1) a purpose to intentionally mislead (which of course is hardly presumable), or (2), dense ignorance as to the productive capacity of Cuba. Whatever prompted Gen. Wood to make such a statement, its utterance raises the grave question as to how far the opinion of that official is a safe one for Congress to follow.

The report of the department of agriculture, commerce and industry, of the military government of Cuba for the period from July 1, 1899, to June 30, 1900, presents a glowing

THE WORLD'S
Profitable Inches

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF AND DEALER IN . . .
LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

You Read This; Others Would Read Your Card IN The Tobacco World

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

view of agricultural productivity in Cuba. Two crops of corn and beans are raised annually. Rice is easily grown and of excellent quality. Peas are sown all the year round. Barley and oats are easily cultivated. "Conditions are favorable for the cultivation of cotton."

Figures are given of the cost of tobacco culture on the island (Pages 50 to 51), showing that the receipts for an average crop at a low valuation exceed the expenses by 50 per cent. It is admitted that this estimate of cost can be greatly reduced by employing modern methods, that the yield can be materially increased and the quality improved so that the receipts will be much larger.

The same report testifies that tobacco vegas or plantations have been nearly all reconstructed. Certainly tobacco culture in Cuba has already been fully restored, for the production of leaf on the island during year ended June 30, 1900, is reported as 507,200 bales, against 454,000 bales in 1894, one year previous to the last war. A bale is computed as averaging 110 pounds.

LATE REVENUE DECISIONS.

Labels on Cigar Boxes.

A collector has been advised that a manufacturer may print the statutory caution notice label directly upon pasteboard or tin boxes approved for use in place of wooden boxes for packing cigars, but that in the case of wooden boxes the statute specifically provides that the label shall be affixed by pasting and makes no provision for printing it directly on the box.

Cigarettes at Fifty-four Cents Per Thousand—Trade Mark in English.

In passing upon a request for authority to purchase cigarette stamps at 54 cents per thousand, accompanied by a trade mark printed in a foreign language, the Commissioner advised the manufacturer that this trade mark as translated into English must be furnished to the Collector for the district and appear printed on each package of the cigarettes placed upon the market. The usual caution notice was given to the Collector to satisfy himself that the manufacturer in question was producing cigarettes which he would be able to sell at the wholesale value or price of $2 or less per 1,000.

Sale of Tobacco by Growers.

A farmer who desired put up his tobacco in 500 and 1,000 pound packages and dispose of the same to persons who wanted to sell it at retail, inquired whether it would be necessary for him to take out a license, and whether the persons who receive such tobacco from him would also be required to take out a license. He was advised that while a farmer might sell the to bacco in the condition in which it was cured on the farm without restriction as to the quantity sold or the business of the person who buys the tobacco, unless such buyer was a qualified dealer in leaf tobacco, and confined his sales to the persons enumerated in the statute, such tobacco to be legally disposed of by a retail dealer would be required to be packed, stamped and branded as directed by the law and regulations; and that the personal privilege of a farmer to dispose of tobacco of his own raising is one which can not be delegated to any other person.

BUSINESS CHANGES, FIRES, Etc.

Florida—Tampa—El Satillo Cigar Co., cigar manufacturers; A. C. Drenna, retires.
Illinois—Chicago—Jacob Phillipowski, cigar manufacturer; filed a petition in bankruptcy.
Moline—Waters & Anderson, cigars; succeeded by Walters & Holt.
Iowa—Albia—Leonidas O. Addleman, cigar manufacturer; burned out.
Cedar Rapids—E. Kubias, wholesale cigars; sold out.
Kansas—Columbus—Bower Bros., cigars; sold out.
Kentucky—Owensboro—Axton Hilton tobacco Co., will discontinue.
Maine—Bath—W. J. Decoster, Tobacco, etc.; sold out.
Massachusetts—Cambridge—Peter Le Francis, of Peter Le Francis & Sons, cigar manufacturers, dead.
Holyoke—Alfred Balthazar, cigars, etc.; chattel mortgage, $500
South Framingham—Stephen Garbarino, cigars, etc., R. E. mortgage, $3,500.
Springfield—Morgan Miles Cigar Co., has been incorporated.
Michigan—Detroit—Althoff & Schmidt, cigars, tobacco, etc., succeeded by Theodore C. Gross.
Lansing—Herbert N. Smith, cigars; chattel mortgage $150, chattel mortgage, $300, discharged.
Missouri—KansasCity—Fred. Lederman, wholesale and retail cigars; warranty deed, $2,500,—Western Tobacco Co., increased its capital from $25,000 to $50,000.
New York—Ilion—John W. Williamson, cigars, etc.; sold out to George Reese.
Ohio—Cleveland—Standard Tobacco & Cigar Co.; assigned.
Wisconsin—Neenah—George Schmid & Son, cigars, tobacco, etc.; dissolved, George Schmid retires.

—Estalbished 1834—
WM. F. COMLY & SON
Auctioneers and Commisison Merchants
248 South Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. ‹C› HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

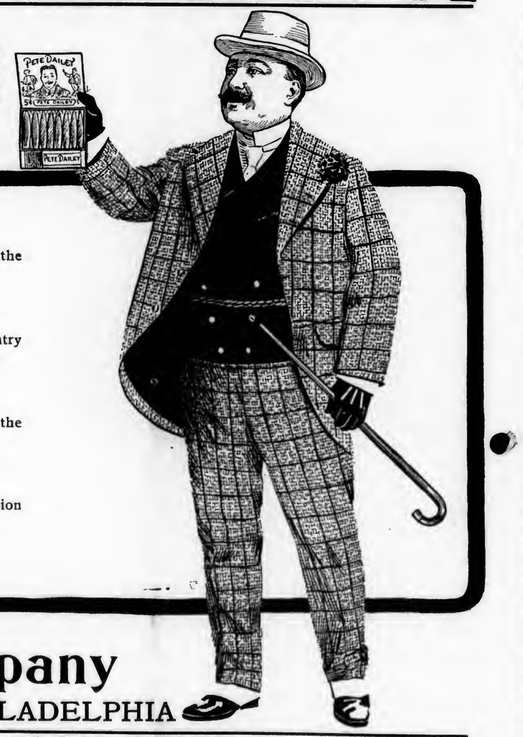
S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

Hello There!



Do you know that from Maine to California the PETE DAILEY is proving a winner?

Do you know that there isn't a dealer in the country who has found the PETE DAILEY a "dead one"?

Do you know that the PETE DAILEY is the "livest" friend maker you can put in your stock?

Do you know that T. J. Dunn & Co.'s reputation is behind every PETE DAILEY you sell?

T. J. Dunn & Company

Manufacturers PHILADELPHIA

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

THE

TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 7. } PHILADELPHIA, FEBRUARY 12, 1902 { TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

To those who have handled our packing of

ZIMMER SPANISH

no recommendation of the tobacco is necessary.

To Others,

We give our assurance that it is all Fine, Table Assorted, Resweat, Selected Leaf; that all inferior tobacco has been thrown out of the packing, and that

Our 1900 Crop Zimmer Spanish

cannot be surpassed by any other packer.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter VII.—No Heaven Without Tobacco.

By JOHN H. DUYS, of H. Duys, Jr.

The little Jesuit mission of Notre Dame des Anges at the foot of the hill at Quebec, in 1640, was a busy place at all times, but it was busier than ever after the fathers had mastered a speaking knowledge of the uncouth language of the Indians whom they had come from France to convert to Christianity. During the first few weeks of their stay in Canada Father Le Jeune and his little band of assistant missionaries had been many times baffled in their well meant efforts with the strange red men who had flocked about them, by the difficulties of reducing to something like syntactical order the grunts and shouts of the savages who were at once their pupils and their teachers, but at last the good priests were on solid ground. They could talk with the Indians at least after a fashion. They had made a little working grammar and they had constructed a vocabulary. The wild men of the forest were apt enough. The French language appeared to present no very great difficulties. Certain it was, at any rate, that the language of the "black robes" as they called the priests, was by no means so difficult to them as their own language was to the priests. They even adopted French names and, at least while at the mission, suffered themselves to be addressed as Pierre, or Michel, or Jacques, or Jean, instead of by their native names.

Father Le Jeune was delighted. In his rude little frame hut and in the bitter Canadian cold he and his assistants were as happy as they had ever been in their stately monasteries at home. In their breasts burned a zeal that, as after events amply showed, was equal to anything it was destined to face of hardship and even of torture and of death. But the beginnings of the work were peaceable enough. The Indians, on first acquaintance, it is true, appeared to be nothing better than so many very unruly bad boys, yet as time went on it was seen that they had many virtues of a manly sort. They were grave and courteous in discourse; they did not know the meaning of fear; they cared little for ease or comfort, seeming to prefer hardship and danger. It is true

MR. JOHN H. DUYS.

they gorged themselves like so many starving dogs every time food was placed before them, but if Father Le Jeune's larder were empty, which happened often enough in that sad winter, they did not unduly complain.

In short, the Indians were very promising material, thought Father Le Jeune. They had one vice, however, which he was never tired of condemning—they smoked tobacco all the time. Speaking of the fondness of the Indians for tobacco Father Le Juene said in one of his first letters home: "Their life on earth they spend in smoke and their eternity they will spend in flames."

It was in the following spring that Father Le Jeune's real work among the Indians began. By that time he had acquired a complete speaking mastery of their language and was prepared to preach the Gospel to them in their own tongue. No preacher ever had a more attentive congregation than Father Le Jeune's Indian neophytes were at first. They literally sat at his feet in the gravest, most decorous silence. They drank in what he had to tell them of God and of his Son and of the angels and saints. What he had to tell them of Hell interested them greatly, but his descriptions of the tortures of the damned did not seem to frighten them for they were too mild. The red men had seen their own friends in the flesh go through much greater torment at the hands of the Iroquois and other enemies, and so the priest's account of a lake of fire and of demons with red hot pitchforks possessed no terrors for the savages. Nevertheless, the priest had smooth enough sailing. It was when he unfolded his picture of Heaven that the good priest aroused the greatest interest and also encountered his severest disappointment. The Indians knew of a Happy Hunting Ground and of a Great Spirit, and were quite willing to listen to Father Le Jeune's account of the Christian Heaven. His stories of choirs of white robed angels singing entrancing music while bathed in a glory far brighter than any sunshine mortal ever knew mightily pleased the Indians. The celestial vision unfolded by the priest was as attractive as he could make it, and he dwelt upon each detail with a passionate energy because he hoped much from this part of his sermon in the work which he had come to Canada to do.

Morning after morning did the zealous priest go over this ground, for it was only by repetition that he could hope to achieve results. It was on the seventh morning that the great disappointment came. It was evident from the demeanor of the Indians that they had had a council on the evening before and that they were now ready to announce to Father Le Jeune their formal decision as to the change of faith which he had urged upon them. At last, while the preacher was once more elaborating his picture of Heaven, the eldest of the Indians interrupted him to ask:

"Is there any tobacco in your Heaven?"

"No," answered the priest, and his voice trembled as he spoke for he had an intuition of what was coming.

"Then," said the Indian chief, rising, and with him rose all his brethren, "we will maintain the faith of our fathers. In our Heaven there is endless tobacco, and we refuse to believe that there can be any Heaven without it."

Thereupon they went about their business.

—

Next week—Chapter VIII:—"How Tobaccco Saved the Day for Good Morals in New Amsterdam in the Olden Time," by Nicholas Witsch, of the American Lithographic Co.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in **Leaf Tobacco**
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF

K. STRAUS
A. LOEB
122 NORTH 3rd ST.
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

Young & Newman, *IMPORTERS of* Sumatra & Havana *Packers of Seed Leaf.*
211 N. THIRD ST., PHILADELPHIA. Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

Window Display of "Match-It" Cheroots.

The possibility of modern windows displays and their effectiveness has been recently and beautifully illustrated by F. B. Robertson, factory representative for Pennsylvania of the "Match-It" cheroots, made by the Manchester Cigar Mfg. Co., of Baltimore, Md. The occasion was a modern display at the Philadelphia office or depot of the factory, where Mr. Robertson is in charge, located at No. 1129 Ridge avenue. This depot, as it is called, is used only for office purposes for the company, no attempt being made at present to make it a selling or distributing agency. The premises are equipped with a bulk window of large proportions, and this is being utilized most advantageously for display purposes, the location being most excellent for this purpose and on a grade of goods of this character.

The illustration herewith shown is a half tone reproduction from a photograph, showing details which space will not permit reference being made to,—save that the display contains only "Match-Its," together with a few scattered signs and advertising cards such as are being distributed among the dealers.

The manufacturers of the "Match-It" cheroots claim the distinction of having succeeded in building up a larger sale in a comparatively short time than any manufacturer of a similar product ever did.

It can, at least, be said without exaggeration that they are among the most rapid selling of package goods, and that the present sales of the goods have been built up from a very modest beginning not many years ago.

Little Lives of the Great.

JAMES B. DUKE.

Maecenas and Raphael in one. Patron and artist, too, for he paints not only one but twenty towns red in a night.

Nevertheless, he is the most abstemious of men. He never looks upon the Wine when it is red. He looks upon the Tobacco when it is Brown, and murmurs "All mine."

GEORGE E. SPOTZ.

"George" to everybody. Literally, Everybody's friend. 'Specially his grandchildren's. Has never been known to say an unkind word of Anybody.

Is very happy if "Royal Lancers" (the 7 inch fellows) are distributed freely.

It is said that whenever "George" is on the trail of a customer he always leaves his Dress suit case at home.

JOSEPH HIRSCH.

Is very happy at the approach of the Inscription season every year, because that means a trip to Holland where everything is as neat and clean as a new pin.

Spotless cleanliness is this Merchant's hobby. He insists that his office and sample rooms shall be at all times in that state which is next to godliness.

Aside from tobacco, out of which he earns his Livelihood, he is strongest on figures. Not, however, the figures of the ballet. His studies in Pure Mathematics, as applied to credits, have resulted in this that he hasn't lost a penny in Bad Debts in two years.

WILLIAM J. HAZLEWOOD.

The Nimrod of the leaf trade. When he isn't trolling for muscalonge in Florida he is stalking deer in Maine. But is happiest, after all, when he is buying tobacco in Cuba or selling it in New York.

Knows so much about Havana leaf that he is confident he can make a Success of tent grown Sumatra up in Connecticut.

SUPERIOR GRADES of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL,
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR
Sold Successfully Everywhere
T. J. Dunn & Co.
Makers,
PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S
Cinco
Philadelphia. Cigars

DAVIDSON HAVANA CIGAR FACTORY El Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

BECKER'S
TABERNERO
Factory, 1215 N. 9th St.
5c.
925 Girard Ave. CIGAR
Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,
Cigar Manufacturers,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Oblinger Bros. & Co.
Wholesale Manufacturers of
CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

MATINEE
AND
Three Black Kids
These are not Cheroots but a very fine Perfecto Shape CIGAR
Manufactured by
CHAS. GROSS & CO.
Phila., Pa.

GRAULEY'S
Golden Rule
5c.
CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Haynie Cigar Co.
Manufacturers of
Haynie's Special
5c.
PHILADELPHIA. Cigar

Leberstein Bros.
Makers of
La Volga
5-cent cigar
103 North 2d St.
Philada.

J. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Frascati.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Feb 11, 1902.

Buying not general. Local dealers always ready to sell goods. Manufacturers rather dull.

The local papers seem to be full of reports to the effect that leaf dealers are giving all their attention to the buying of the new crop. If we were to accept these statements we would be far from the truth. It is true there has been considerable buying done, and by several Lancaster packers some crops have been received, but buying is not general. Most of it is being done by country and some New York packers. Local packers, or at least a number of them, are buying very slowly, and seem inclined to await further developments.

The statement made to the effect that little attention is given to selling, is equally untrue. It is a well known fact that there is not a house here that is not at all times ready to sell tobacco, and they invariably have some tobacco to sell. What they may have to offer is perhaps not always just what a prospective buyer wants, but they always have some tobacco to sell, just the same; and furthermore, they are always willing to sell. Buying does not really interfere with selling, for in a large majority of cases they employ what may be called specialists to buy tobacco, and men who, with but very few exceptions, are not employed by them as salesmen, as can be shown in the case of George Hoffman, who was for many years l ayer with Rosenbaum & Seligsburg, New York, and who very seldom did any selling, and certainly not during the buying season. Another is that of John McLaughlin, who occupies an important position with L. Bamberger & Co., Philadelphia, as manager of the Lancaster warehouse, and whose time is almost wholly devoted to that particular work, giving him comparatively little opportunity at selling. Certainly no one would infer that such men cannot sell tobacco, for as a matter of fact they might be among the best, but employers evidently believe that their time can be best utilized in the particular work for which their services have been secured.

Selling tobacco is going on whenever the market affords an opportunity and is not affected in the least by a buying season.

During the past week I find that nearly all dealers did some business in selling tobacco.

Nearly all manufacturers in this county are somewhat dull. While not many have shut down yet, not one has experienced a rush for several weeks.

Gotselig & Boas have purchased a property at 828 St. Joseph street which will be turned into a cigar factory by the 1st of April, and occupied by them.

The M. Kinports Co., at Ephrata, have been branching out somewhat this year. A new factory is being started by them at Akron.

The amount realized at the Internal Revenue office for this district during January was:

Cigars,	$188,894.04
Tobacco,	4,067.78
Snuff,	45 12

These figures represent a production of 62,964,640 cigars, an increase of 8,000,000 over December 1901, and a decrease of about this number as compared with January, 1901.

Wm. R. Cooper reports a very fair trade since beginning business on his own account at 138 Market street, on January 1st.

The leaf firm of P. L. & J. K. Leaman has changed its name to P. L. Leaman & Co. Both former members are, of course, still in the firm, and in addition Julius Fox, a popular young member of the leaf trade here, has also become actively connected with the house. The firm originally began business in January, 1901, and did quite a satisfactory trade from the start. The goods offered by them in the line of domestic tobaccos were mostly of their own packing and this year the jobbing business will no doubt be pushed even more vigorously than last year. Messrs. P. L. Leaman and Fox were in New York city several days last week, and good results are said to have been obtained. They still have on hand a fair lot of old goods, and are buying such new crops as seem to possess the quality required for their trade, and that can be gotten at prices which will enable them to successfully meet competition.

A rather interesting law suit was heard before Judge Landis last week, in the case of Amanda Rogers vs. John E. Snyder, Esq. L. S. Rogers, husband of the plaintiff, formerly a cigar manufacturer at Millersville, in 1893 bought from W. R. Martin a property at the S. E. corner of James and Christian streets for $3,000. Mrs. Rogers' claim was that she inherited $1,805 from her father's estate, $600 from her mother's estate, and had had a

[Concluded on p. 23]

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4, 2 VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.
HAVANA, SUMATRA, and SEED.
HIGH GRADE **LEAF TOBACCO**
No. 228 Pearl Street,
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.

Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

FEBRUARY 12, 1902.

Justice to Cuba and—to Ourselves.

If you were to be accosted on a public highway by a sturdy beggar who should say to you: "Either give me money for charity's sake or submit to be robbed" you would instantly turn the fellow over to a policeman.

The threat which is said to come from Cuba that unless the United States Government gives the Cubans the reciprocity they ask for in order to save them from starving they "will take to the woods" is precisely like the threat of the burly tramp who is half mendicant, half robber.

What Cuban has said this thing? Let us have his name if he is brave enough to come out into the open. Otherwise, why shall we heed him?

That the Cubans, and especially those among them who are well disposed to this government greatly desire the reciprocity of which we have of late heard so much there is no denying. The advantages at least so far as the tobacco question is concerned, would be wholly theirs. But are there really and truly many Cubans who are well disposed toward the United States? Isn't it rather the truth that the mass of the Cuban people, despite all that we have done for them and notwithstanding the vast sums we have spent in their behalf, still hate us with an unreasoning rancor? It would be gratifying to learn that this is not true, but if it isn't how does it come that in the theatres of Havana the American flag is hissed whereas the flag of Spain is applauded? Isn't it the fact that most Cubans still long for Spanish rule, still cherish in their hearts the delusion that if Blanco had chosen to hold out he could have licked us in spite of Santiago?

Many New York tobacco buyers who know Havana almost as well as they know New York say that these things are true. They say further that the Cuban tobacco merchants are tricky and in some cases void of honor. They recall that in 1901 the export duty of $3 a bale was not taken off until more than one-half of the purchases for the United States had been shipped, thus subjecting the holders of this tobacco to a loss of 3 cents a pound.

They do not love us, yet are never done asking. At first when the natural proposition was made to them that under a reciprocal arrangement American tobaccos should be admitted into Cuba at the same duties as tobaccos coming into the United States from Cuba, they "kicked" with a strenuousness that showed how vigorous they are for all their plea of starvation. They said that American tobacco admitted into Cuba at less than $5 a pound would mean the degradation of the Havana cigar, but at the hearing in Washington on January 21, when this matter was urged again with the inherent resistlessness of the logic there is in it, they said that if the Americans insisted upon literal reciprocity they would concede it.

Who is to be hurt by the admission of American cigar leaf into Cuba at a reasonable rate of duty? Not the honest man who genuinely makes his cigars out of tobacco grown in Cuba. Who is to be benefited? The tobacco grower of Florida, of Connecticut, of Pennsylvania, of Ohio, of Wisconsin; the leaf merchant of New York, of Philadelphia, of Chicago? Will cigars made of American tobacco in Cuba be worse than cigars made in the United States of the same tobaccos? Who would believe such a theory?

The majority of the tobacco trade is apparently strongly opposed to the kind of reciprocity demanded by the Cubans. On their tobaccos and cigars the Cubans are not entitled to a cent's reduction from present rates. If Congress chooses to give the whole world, including Holland, a uniform specific rate of say 50 cents a pound on tobacco, Congress will be doing what the whole tobacco trade wants, but it will be doing an unwise thing to give the Cubans a reduction of 50 per cent. from the present duties. It will harm the growers of Florida who have invested millions of dollars in improving their leaf. It will harm the tobacco growers of New England, of Pennsylvania, of Ohio, of Wisconsin. It will take at least some bread out of the mouths of the 100,000 and more operatives in the cigar factories in the United States It will cut down the earnings of many more thousands now concerned in the prosperity of the cigar industry here, and as to a 50 per cent. reduction in the duties on cigars it will help only those who can keep on being rich without our help.

Possibly this summary may seem readable enough. Here's a fillip to aid digestion: We are advised from Havana that the Cubans are so confident of getting the reciprocity they are asking for that prices of leaf have advanced sharply in anticipation of early action by Congress.

The States from the Cigar Man's Point of View.

XX.

IOWA.

Iowa has realized what the poet Sidney Lanier once predicted would be the fruition of the hopes of Georgia—she has 1,300,000 farmers, and the majority of them are prosperous enough to be able to smoke cigars They are small farmers, not so small as those of whom Lanier once wrote so entertainingly. The average Hawkeye farmer is content with from 160 to 640 acres He doesn't raise the great variety of things raised on the small farms of Georgia, but he is happy.

A week or so ago a writer in a New York paper said:

"The Iowa farmer shaves clean. His hair is trimmed in the mode, if not of the day after to-morrow, at least of to-day. He wears, not store clothes, but tailor made.

"He whisks to town in his automobile. He heats his house with steam and pipes spring water to his tiled bathroom. He sells his milk by the hundred weight to the butter factory and milks his cows by machinery.

"He receives his daily mail from a uniformed postman. He has a pipe organ in his crossroads church and a piano in his parlor. His carefully selected stock is housed in modern sanitary buildings.

"He expresses his product to town by the rural trolley and he takes his annual jaunt to New York, to London, to Berlin, to Honolulu, Japan, Hong Kong or the Nile just as the fancy catches him. He sends his sons and daughters to college and his wife belongs to a club.

"True, each individual farmer has not yet reached the beatific state here pictured. There are plenty who have."

Almost 70 per cent. of the 2,200,000 people of Iowa is native American—sturdy American, and their fellow citizens are proud of them.

There are altogether 700 towns in Iowa, but only one city of size. That is Des Moines, the capital, which has a population of about 75,000, but in every town in Iowa cigars are freely sold. The distributing centres are Des Moines, Burlington and Sioux City. There are a number of very capable and well known jobbers in these cities, who take the tobacco papers and are thoroughly posted on every subject which concerns their business.

Iowa is not a good theatre state, but it is an excellent cigar state. The population is too scattered to insure prosperity to the theatres, but cigars of excellent grade are obtainable everywhere.

At present the demand in Iowa is not for the finer sizes of imported cigars, the people, prosperous as they are, are not yet educated up to that point, but Tampa and Key West goods are well known and liberally bought, and as for the seed and Havanas and high-grade nickel cigars the state is a harvest.

The competition for the trade of Iowa is very keen among cigar manufacturers. It is said the cigar smokers of the Hawkeye state, once they give their patronage to a brand, are staunchly loyal to it and very difficult to win to some new allegiance. Yet it would be most unjust to say of them that they will not listen to representations concerning new cigars, for precisely the opposite is the fact. There are plenty of good newspapers in Iowa and in their advertising columns, particularly of late, very noticeable are the advertisements of new brands of cigars. The advertising agents say that the people of Iowa pay more attention to advertisements in their newspapers than do the people of other states. That's because 70 per cent. of the Iowans are Americans and the best way to appeal to any American's reason is through his eye. If your advertisement in an Iowa newspaper is attractive you may count upon results.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WANTED—To contract for a large quantity of Cheap Cigars to be delivered in lots of from one case to several at a time; cash with each order.
Address D. H. DAVIS,
2-5-2t. Box 1610, Battle Creek, Mich.

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine. either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141,
12-18 Care of The Tobacco World, Phila.

FOR SALE—A new brick Tobacco Warehouse, 123x50 feet, five stories, with basement; modern improvements. For particulars address Estate of Wm. Schoverling, New Milford, Conn. 2-12-3t

1,000 Cigar maker's stock checks for $2. Also all kinds of job printing. Send for samples. Jesse G. Mumma, West Earl, Lancaster Co., Pa. 2-12-2t

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE—One Perfecto cigar bunching machine and one tobacco scrap machine. Both will be sold cheap for want of use. Address
1-22-4t. H. S. SOUDER, Souderton, Pa.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

Tobacco Trade Directory
and
Reference Book
—1902—

A Useful and Handy Volume for Your Desk, whether You Are

A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,
or are in ANY OTHER WAY identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

THE LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

Complete and Absolutely Trustworthy.

Price, $1.10, Postage Prepaid.

Address

The Tobacco World Publishing Co.

No. 224 Arch Street,
Philadelphia.

NEW YORK OFFICE,
No. 11 Burling Slip.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla.

NEW YORK.

ARGUELLEZ, LOPES & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.

"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave. NEW YORK.

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

Pole-Sweat in the New Connecticut.

BUREAU OF THE TOBACCO WORLD,
No 11 Burling Slip, NEW YORK, Feb 11, 1902.

Packers and inspectors of the new Connecticut Havana seed agree in stating that the new crop is affected by pole sweat. Some packers report that fully fifty per cent of the crop shows this defect. Others place it at thirty-three per cent The pole-sweat is an aftermath of the dreadful heat of last summer. It is estimated that the total of the 1901 Connecticut Havana seed will be about 35,000 cases. It is not believed that the new Connecticut broad leaf is affected by pole-sweat to the same extent as the Havana seed. The total crop of broad leaf in Connecticut in 1901 is estimated at between 5,000 and 6 000 cases.

It is also said that the New York state crop of 1901 shows much pole sweat.

Notwithstanding the large amount of pole sweat in the new Connecticut Havana seed, considerable quantities of this leaf, force sweated, have been sold in New York during the past month and is giving satisfaction. It is explained that this force-sweated tobacco was the pickings of the crop.

A leaf jobber, familiar with the report of pole-sweat in the new Connecticut Havana seed, said to your correspondent the other day that he hoped the tobacco papers would give wide circulation to the report because he had noticed that whenever this was done everybody made money out of the crop. He didn't explain himself. He merely said it usually turned out that way.

***

The leaf market in New York for the week ended Feburary 8 showed no very great animation. Sumatra is still selling in small quantities for immediate delivery and while there is a rather brisk demand for Havana there are no large single transactions to report. In domestic leaf the types most sought for just now are the Pennsylvania broad leaf and old Zimmers.

***

American buyers of Sumatra are again complaining because there will be an interval of over two weeks between the first and the second inscriptions at Amsterdam The date of the first inscription, as noted in this correspondence last week, is March 21, while that of the second is April 8, and this long stretch of enforced idleness in Amsterdam is not at all to the taste of the Americans. They allege that the managers of the inscriptions pay altogether too little heed to the convenience of their customers from this side of the Atlantic in this matter. They point out that what Americans pay for the 37 000 bales of Sumatra, which is the average quantity bought for America each year, is nearly one half of what the entire crop brings. Thus last year the American trade was worth to the Sumatra plantation companies over 16,000,000 guilders, while the total proceeds of the crop were 38 000 000 guilders. It happens almost every year that the Americans have this same cause of grievance.

***

Hans Laverge, of Laverge & Schneider, and Eppo Harkema, of Amsterdam, sailed for Holland on the "Statendam" on February 8. Mr. Laverge will this year act as mentor at the inscriptions for the American Cigar Company, as he did last year.

***

P. H. Gormand, Assistant Manager of the Leaf Department of the American Cigar Company, will leave for Amsterdam about March 1.

***

Sigmund Rothschild, of Rothschild & Bro., who took a run over to Cuba on February 8 on the "Mexico," will leave for Europe to attend the inscriptions in Holland on the "Oceanic" on March 5. Emil Auerbach, of Simon Auerbach & Co. will probably sail by the same steamer.

***

A. Cohn, of A. Cohn & Co., Louis P. Sutter, of Sutter Bros., Max Adler, of Leonard Friedman & Co., and Joseph Hirsch, of Jos. Hirsch & Son sail by the "Kronprinz Wilhelm" on March 8.

***

Benno Neuberger, of E. Rosenwald & Bro., leaves by the Deutschland on March 11.

***

Edward A. Kerbs, of the United Cigar Manufacturers, it is said, has not yet made the date of his sailing public.

***

H. Duys, Jr., who is now visiting his trade in the west will probably be one of the passangers on the "Kronprinz," as will also Marco Fleishman, of S. Rossin & Sons.

***

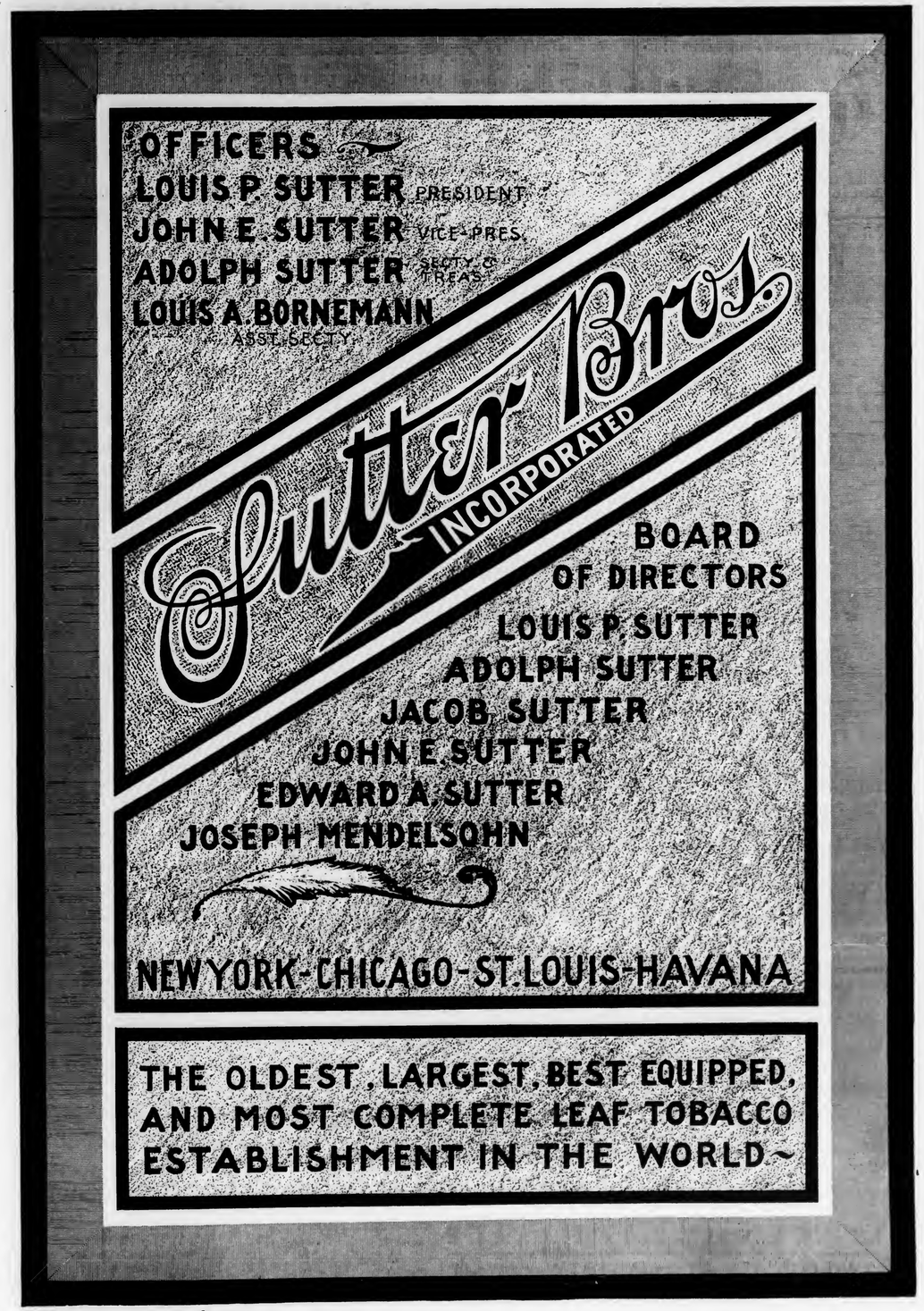
A. Blumlein sails for Havana on the "Morro Castle" on Saturday next.

***

A. Cohn is paying his annual visit to his firm's A. C. Deli Florida plantation. He is expected to return this week.

***

Hartman & Kohn, the cigar manufacturers of Eighty-seventh



E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr. | CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr. | SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y; R. F. Thorn. Elmira, N. Y: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st Dayton, O: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702-1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

street and Third avenue, have obtained a settlement with their creditors at 25 cents on the dollar and have resumed business.

***

The following concerns have joined the Havana Cigar Manufacturers' Association: The E. H. Gato Cigar Co., Berriman Bros. and Garcia, Vega & Carcaba.

***

The Surbrug Co. will remove its manufacturing plant, on March 1, from 37 Dey street to 132 Reade street.

***

The Continental Tobacco Co. has purchased the business of Spaulding & Merrick, of Chicago. The principal brands manufactured by Spaulding & Merrick are "Honey Dip Twist," "Sweet Burley Fine Cut," "Briar Pipe Granulated" and "Buckhorn Cut Plug."

***

A rumor which reaches New York from Washington has it that Congress will dispose of the Cuban reciprocity matter, so far as tobacco is concerned, in this manner: The duty on cigars to remain as at present, the Cuban duty on imports of tobacco to remain at $5 a pound, and the duty on Cuban tobacco imported into the United States to be cut down fifty per cent. The rumor gains little credence here.

***

Merchants engaged in the tobacco business in Manila, have sent a petition to the Philippine Commission asking for the free entry of Philippine leaf and cigars into the United States.

***

P. L. Leaman, of P. L. Leaman & Co., of Lancaster, Pa., has been in New York during the week.

***

Campano, Garcia & Co., of Havana, during 1901 shipped to F. Miranda & Co., the New York end of the joint firm, 11,000 bales of Havana tobacco. These figures are official.

***

Albert C. Calisch, for a number of years the representative of the E. H. Gato Cigar Co. in the South and West has accepted a position with the American Cigar Co. The Middle West is to be his territory, with headquarters in Chicago.

***

J. Levi, of the American West Indies Trading Co., has returned from Porto Rico.

***

Jos. Josephs and Richard A. Bachia of the Ruy Lopez Ca., are happier than ever just now because they have secured a lease of the entire building at 20 Fulton street, and in a few days their offices will be removed from under the roof to within a reasonable distance of the level of the sidewalk. The Ruy Lopez Ca., which has been in business only two years this month, has had a remarkably successful career. It has fulfilled every promise made in its advertisements as to the character of its cigars and today has the entire confidence of the trade and of the public.

***

The E. H. Gato Cigar Co., will remove about May 1 from its present quarters at Church and Warren streets, but is not at present prepared to state where its new headquarters will be located.

The assignment of its representatives for 1902 is as follows: Richard B. Cowley, New York State, New England, Pennsylvania, (including fastidious Pittsburg), West Virginia, Virginia, North and South Carolina, Eastern Tennessee, Georgia, Alabama and Florida; Joseph Carlisle, Ohio, Michigan, Indiana, Illinois, Kentucky, Western Tennessee, Arkansas, Texas, Louisiana and Mississippi; E. J. Stolz, Iowa, Missouri, Nebraska, Wyoming, Colorado, Utah, Montana, Wisconsin and Minnesota.

***

January sales show that the first month of the current year was one of the best in the whole successful career of Sanchez & Haya.

The Stewart Snuff Co. Absorbed.

The American Snuff Company on February 8 purchased a supply of leaf tobacco of the Stewart Snuff Co., of Nashville, Tenn., for which it paid market prices. It also purchased the Stewart Co's. factory and a part of its working supplies at approximately fifty cents on the dollar.

The Stewart Snuff Co had issued stock to the amount of $150,000. It is thought the stockholders will not be able to realize anything on their stock.

The steamer "Caracas," on Feb. 3, brought the largest quantity of Porto Rican cigars ever received—1,780,650 in all.

Where Cigar Ribbons are Made.

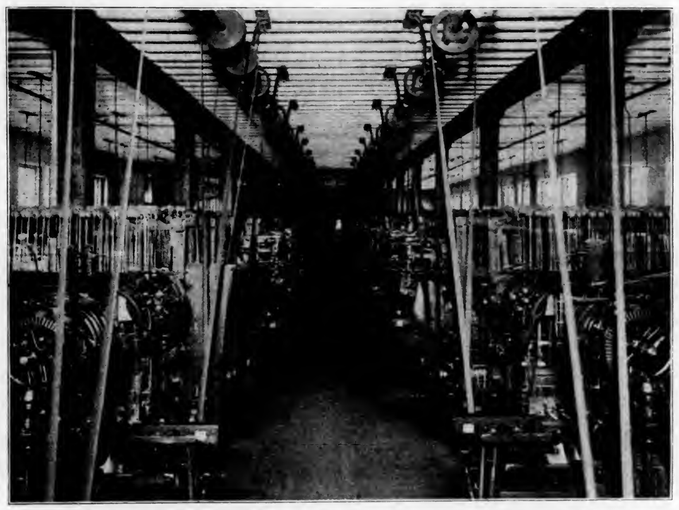
The Busy Looms of the Wm. Wicke Ribbon Co., at Glendale, Long Island.

Imagine the dream of a butterfly come true; follow the dream from the spinning of the silken web by the cocoon in its padded cell to the work of spool and shuttle as they weave, and then every time you tie up a bundle of your cigars, or toy with one of your wife's, or your sweetheart's ribbons, you get a clear notion of the work done every week day on the looms of the William Wicke Ribbon Company, at Glendale, L. I.

You get to Glendale by train from Long Island City. Locally, Glendale, which is only seven miles from New York city, is known as Wickeville, because the Wm. Wicke Ribbon Company gives employment to fully 600 people, all of whom live within easy distance of their place of employment.

It was on January 31, on the very anniversary of the great fire of 1901, which completely destroyed the cigar box factory and silk ribbon looms of the Wm. Wicke Co., at First avenue and Thirty first street, in New York city, that a TOBACCO WORLD reporter under the escort of Secretary U. R. T. Lund and B. Oberndorfer, one of the company's salesmen, visited the looms at Glendale. It had been snowing for two days, and the condition of the streets was deplorable. The skies were gloomy and a drizzling rain, that seemed to penetrate to the marrow, had succeeded to the snow. On the way to the Thirty-fourth street ferry from the Wm. Wicke Ribbon Co's. offices, at No. 36 East Twenty-second street, the little party of three stopped at Thirty-first street and walked over the ruins of what had once been the largest cigar box factory and silk ribbon weaving establishment in the United States. The piles of unremoved brick and iron were covered with snow, but over in one corner smoke from a fire unextinguished after a whole year, was still issuing out of the ground. Part of the 300 tons of coal in the old cellar was still smouldering. It may be months still before those who are excavating the ruins will be able to get down to this deposit, and meanwhile the coal will continue to burn.

At the northeast corner of First avenue and Thirty first street, immediately beneath where the offices and stock rooms of the Wm. Wicke Company were located, a number of men were dislodging a blackened and useless hand press once utilized for the printing of labels, and all about underfoot were stacks of watersoaked and flame-nipped labels, once bright with color and resplendent with gold, but now chastened and robbed of all their original glory.



INTERIOR OF SILK RIBBON MILLS OF WM. WICKE RIBBON CO., AT GLENDALE, L. I.

So melancholy and dismal was the whole scene, beneath the leaden sky, that one could not help thinking of the greyness and lonely dark within the cocoons which give to the looms at Glendale the material out of which they create all their tinted silken wonders.

The Wm. Wicke Ribbon Co. and its predecessors have been manufacturing cigar ribbons for the past twenty-seven years. It is a direct importer of raw silk from Italy, Japan and China.

Long before the great fire of January 31, 1901, the buildings at Glendale had been erected and the looms were at work. The real estate at Glendale owned by the company comprises seventy city lots. There are two great ribbon mills on the ground. Each is three stories high, with a basement. One building has a front of 180 feet by a depth of 50 feet. The other is 240 feet long and 50 feet wide Both buildings are of brick, and the total number of looms installed in them and in daily operation is 500.

The processes undergone by the silk in the transformation to ribbons are not numerous. Briefly they are: the throwing, the drying, the dyeing and finishing, the warping, the quilling and the weaving. All of these processes are interesting, some of them more so than others, perhaps, but none of them takes long

To begin at the beginning, the raw silk upon its reception at Glendale in bales is stored in an apartment which is genuinely fire proof. After the "throwing" process the silk is thoroughly cleaned and then dyed. The dyes are almost without number. From its bath in the dyeing vat, after being gently twisted between the two hands of the dyer, the silk is loosely wrapped in cloths and is then placed in the "whizzer" to be dried. The "whizzer" is a deep circular vessel which spins around at the rate of 3,000 revolutions a minute. At one side is an opening to premit the escape of the wetness. Seven minutes in the "whizzer" suffice. The silk is still slightly moist and in order to dry it thoroughly it goes into the drying room where in twenty-four hours, in a temperature of 140 degrees Fahrenheit, it does get thoroughly dried sure enough.

The processes of winding, of warping, of quilling and of weaving require no detailed description. The ribbons made at Glendale speak for themselves and are well known in every part of the world where cigar ribbons, or silk ribbons for binding, for ladies' belting, or for any other purpose for which silk ribbons are in demand, are used.

The looms at Glendale are under the personal supervision of Treasurer H. Broockmann and his aids.

Vice-President George H. Wicke lives at Richmond Hill near by, and is daily at the mills.

Since July 1, 1901, the looms at Glendale have been producing silk ribbons at the rate of 75,000,000 yards a year. Of this total production about 20,000,000 yards are cigar ribbons. Prior to the war with Spain fully 97 per cent. of all the cigar ribbons woven by the Wm. Wicke Ribbon Company were yellow, but latterly the demand for red ribbons from Porto Rico has cut this down to 87 per cent., fully 10 per cent. of the present output being red ribbons for Porto Rico. The remaining 3 per cent. is made up of blue, purple, white and particolored ribbons.

The remaining 55,000,000 yards of ribbon made at Glendale are for the ladies, or for binding for blankets, underwear, etc.

Recently a number of high speed looms have been put in operation at Glendale. These looms send the shuttle to and fro 170 times to the minute, whereas the highest speed of the other looms is from 100 to 110 times.

The high speed looms are manufactured for the William Wicke Ribbon Co. by Schaum & Uhlinger, of Philadelphia, who also manufacture the "whizzer" above mentioned.

Some of the automatic warping machines for conducting the very fine threads of the dyed raw silk on to the spools upon which they go to the looms are the invention of the Wm. Wicke Ribbon Company's officers. These machines are very beautiful and do their work with remarkable skill and with absolute fidelity.

The silk bast, of which the Wm. Wicke Ribbon Co. is the sole manufacturer, is wholly the company's own invention. Every thread in the bast is fine silk held together by a paste the ingredients of which are a jealously guarded secret.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Weigman Bros., Rabinovitch & Co. L'm'd.

IMPORTERS AND MANUFACTURERS OF

Russian and Turkish Tobacco & Cigarettes

OF THE FOLLOWING BRANDS

TRADE MARK Medjidie, Ruble, Shah, Etc.

517 SOUTH FOURTH STREET, PHILADELPHIA, PA

F. H. BELTZ,

MANUFACTURER OF

High Grade CIGARS

Schwenksville, Pa.

"COUNTRY INN"

Clear Havana Filler 5-Cent Cigar

Our Specialty.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco AND Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

J. L. & M. F. GREENE,

PACKING HOUSES Janesville, Milton, Albany, } Wis

PACKERS OF LEAF TOBACCO

TELEPHONE

JANESVILLE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

The ladies would doubtless be deeply interested in a description of the processes undergone by the satin faced gros grain ribbons in which they delight and which are produced in such vast quantities and in such bewildering beauty of tint at Glendale, but unfortunately there isn't room here for such a description, and so those ladies who read this will have to be content with the assurance that no prettier ribbons for true lovers' knots are made anywhere in the wide world.

As to the cigar ribbons, let it suffice to say that the Wm. Wicke Ribbon Co's. sample card contains 150 different samples, and that it is at all times prepared to make any other styles that may be desired.

The printing of brands or sizes upon cigar ribbons is done on a special press, operated by electricity, at the company's New York city headquarters, at 36 East 22d street.

The company invites correspondence on any subject connected with its business.

Philadelphia Tobacco Pencilings.

It is admitted by all the jobbers here that their trading is becoming steadily more concentrated and that conditions are growing more critical each day. Belief has been prevalent for some time that the American and Continental Tobacco Companies would eventually establish distributing agencies here, with a view to making price-cutting more nearly impossible. This view is now held by a number of our tradesmen. Through an association of the jobbers this evil has been remedied to some extent, but it still exists more or less among those who are called sub-jobbers, and it seems those are the more difficult people to handle, perhaps by reason of their greater number and possibly from a lack of a more thorough understanding. Within the past two weeks a large jobbing house is reported to have been cut off from their direct supply of a certain line of goods, which others have taken as a premonition and warning.

There is said to have been an improvement in the sale of the "Cubanola" cigars during the past week. One jobber, who had sold at one time as high as 70,000 in a week, had noticed the trade falling off to about 25,000, but during the past week this figure was again somewhat increased.

The "Ursa" cigar recently marketed by the Allen & Marshall Co., of this city, the manufacturers say, has now been successfully introduced, and they are highly encouraged by the fact that duplicate orders are coming in at a fairly rapid rate. One particular salesman last week brought in orders aggregating 1,600, all of which but 100 were duplicate orders. Some new advertising matter in the form of tin signs is now being distributed. Frank Timball, who was for many years a tobacco salesman of this city, has joined the forces of the Allen & Marshall Co. and is looking after the local territory at present.

F. X. Kelly, formerly the Philadelphia representative of the Wilson & McCalley Tobacco Co., at Middletown, O., has taken a position as head city salesman with the Penn Tobacco Co. of this city.

Vicente Portuondo has brought out a new label for his "Portuondo" cigar. For the protection of his trade, he has also decided to brand his name upon every cigar. The "Portuondo" is now being made in several grades and for the higher grades a very fine, highly embossed label is being used. Special trimmings have also been adopted for the boxes, to distinguish their goods from any other.

The E. Bradford Clark Co. at Fifteenth and Chestnut streets, have had quite a sale on Porto Rico cigars. Their demand for clear Havana goods, which are mostly made in Key West, has been good. In domestic, or seed and Havana goods, a strong leader is being made of the "Barrister," made by Celestino Costello & Co., of York, Pa. The "Little Barrister" is also meeting with a ready sale in five cent goods.

Oblinger Bros. & Co. recently engaged Edward Leidy as an additional city salesman, and he has already begun his exploitations of the "Vesper" cigar.

Henry Heymann, of T. J. Dunn & Co., is expected home from the West this week. It is reported that he had a highly satisfactory trip.

H. B. Grauley, manufacturer of the "Golden Rule" cigar, is distributing a highly artistic match safe as an advertisement of his goods. The safe is bound with celluloid, upon which is printed very artistically a miniature reproduction of his label. From the number which have already been distributed they certainly seem to be highly appreciated by every one to whom they are offered.

It has now been definitely decided to close the Hotel Lafayette on May 1st which will of course also bring to a close the cigar stand privilege, which has heretofore been a profitable one.

William Taylor, a representative of the Punch Cigar Factory, controlled by the Cuban-American Manufacturing Co., whose headquarters are in this city, has been making the rounds of the trade here during the past week.

Charles Winterberg, of Winterberg & Kraus, New York city, has been here displaying a very attractive line of their "Rosa-Alpena."

V. Raymond Newman, more familiarly known as "Vic," has taken a position as salesman with F. H. Powell, of Camden, N. J., manufacturer of the well known "Oxus" brand of nickel cigars. His territory includes Philadelphia and Pennsylvania, and during the past two weeks, since which he has been connected with Mr. Powell, he has made a very substantial progress and succeeded in placing the goods with a large number of new customers. Mr. Powell has been extending his business quite rapidly of late by putting on several additional salesmen and extending his field of operation far beyond its previous proportions.

Some new and highly artistic advertising goods are being shown the trade here by N. S. Bryant, whose offices are at 317 Bourse Building. Mr. Bryant is an old and thoroughly experienced hand at the business, and his friends here are highly pleased in knowing that he is representing several of the most prominent manufacturers of their respective classes of advertising goods, a fact which has been of material aid to him in making the progress which he has made so far.

A workman on the new building of the American Cigar Company, at 6th and Mechanic streets, Camden, N. J., was badly injured by a fall, last week.

Among the visitors in the cigar trade here during the past week were Ben Wasserman, of New York, and Henry Kraus, of Kraus & Co., Baltimore, Md.

IN THE LEAF CIRCLES.

The leaf market in general has been quiet and little of a news nature is going on.

A great social function occurs today when Mr. Milton Herold will be married to Miss Wedell, as announced in these columns some weeks ago.

Leopold Loeb and his son Joseph returned on Saturday last from Havana, accompanied by Gen. Emilo Nunez.

Julius Vetterlein, who is now in Cuba, may return late this week, or early next week.

E. A. Calves & Co. have just received 129 bales of Havana tobacco which is part of the purchases aggregating about 1,000 bales that were made by Frank Dominguez, who has just returned.

Among the earliest arrivals in the leaf trade this week was Barney Regenberg, traveling representative with Hinsdale Smith & Co., who was one of the victims of the great fire at Paterson N. J., on Sunday last. A house belonging to Mr Regenberg was consumed in the conflagration.

Other visitors during the week were: Frank Pulver, with Sutter Bros., New York; Geo. Gibson of Sneeringer & Co., Baltimore, Md., Max Soudheim, of Leonard Freidman & Co., A. Mayer, of James Mayer's Sons, I. M. Lederer, with Rothschild & Bro., Leonard Cohn, of A. Cohn & Co., and Richard H Bythiner, with H. Duys, Jr., all of New York.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER,

In this era of hustle and striving to surpass,

Just Take Enough Time

TO ASK US ABOUT

WYOMING ELK 10c. LADY MAR 5c. Cigars

We can talk Quality and Price to your Satisfaction.

PENN CIGAR COMPANY,

Reading, Pa.

MOORE & LANNING

Manufacturers of High Grade

CIGARS

OUR LEADERS:

"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

FREE FOR TRIAL.

The Telescope Leaf Tobacco Kaser

Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

A. K. MANN, Packer of Leaf Tobacco

MILLERSVILLE, PA.

Pennsylvania Tobaccos a Specialty.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383--385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

PHILAD'A LEAF MARKET.

Transactions in the local leaf market have been of a steady though not voluminous nature, the bulk of the business done being with out of town buyers, and mostly through salesmen on the road. The Philadelphia sales are characterized by continued dullness.

Broad leaf is still a strong leader, while inquiries for Wisconsin goods have also been more or less urgent. The indications from reports thus far received are that January was a better month than February will probably be.

The Havana market has been normal and fair, and prices are being well maintained. Factory vegas are selling more or less readily.

Sumatra is still somewhat quiet.

General Nunez Wants Reciprocity.

Civil Governor of Havana Makes a Statement of his Views.

Gen. Emilio Nunez, Civil Governor of Havana, arrived in Philadelphia late last week in company with Leopold Loeb, of the Loeb Nunez Havana Company. Gen. Nunez is on his way to Washington, where he will consult with President Roosevelt and the Ways and Means Committee of Congress relative to the proposed treaty of reciprocity between the United States and Cuba. During an interview he said:

"I agree with General Wood that any delay in the matter of reciprocity with Cuba threatens ruin to our sugar and tobacco industries.

"The question in Cuba is this: If the United States does not give us facilities for selling our products, which are principally tobacco and sugar, our condition will become critical. All we ask is a reduction in the tariff on sugar and tobacco, a decrease of about 50 per cent. compared to the present rate.

"I maintain that the importation of Havana tobacco in the United States will help the American farmer employed in raising that product. You cannot make a decent cigar unless you use Havana tobacco as a filler.

"Take Porto Rico and give it an open market with the United States and the competition will be more injurious to this country than that of Cuba. This is because the labor in that island is cheap, whereas in Cuba the wages of cigarmakers are high, if not higher, than here in the United States.

"Suppose Cuba places a prohibitive export duty on Havana tobacco. I am sure a great many American manufacturers would be ruined and the whole industry would suffer.

"The strongest argument to those representatives in the Cuban Assembly who opposed the Platt amendment was that we were sure that the United States, in just return, would make a reciprocity treaty with Cuba, which will be beneficial to both countries. President Roosevelt and Governor General Wood both understand the real situation and are working as much for the United States as for Cuba and to sustain the best market the United States has in America. It is natural that, having helped us to achieve our freedom, they will see with pride that we are able to form and maintain a stable government.

"I shall go from here to Washington, where I shall pay my respects to the President, and, if possible, will see the members of the committee on ways and means. I have already sent letters to Congress and the Senate in relation to the situation in Cuba."

News from Trade Centers

BALTIMORE

Harry C. Scherer, assignee of Otto Bregenzer, filed a petition in the Circuit Court, asking that a receiver be appointed for the Fulton Cigar Company. Judge Stockbridge signed an order requiring the defendant to show cause by February 14 why a receiver should not be appointed, as prayed.

The petition alleges that Mr. Scherer is a creditor of the corporation to the amount of $27.22, and that he is unable to recover on a judgment obtained against it, as it has, it is alleged, secreted its assets with intent to defraud. He further alleges that the corporation is hopelessly insolvent and unable to meet its obligations.

The Royal Havana Cigar Company now have on the market two new brands of goods, "Uncle Teddy" and "Yellowstone Park," both of which are selling well.

The La Estandarte Cigar Co., which started business on January 2, is getting well under way. They claim to be giving Baltimore something new in shape, and that is the only factory in the city using Havana exclusively. They have had good success so far.

CHICAGO.

The Clayton Cigar Co. has taken a seven year lease, on space recently occupied by the Washington Short Company in the Bedford Building, at Adams and Dearborn streets, at the rate of $10 per square foot for the period.

Oscar Altschul, who is one of our oldest and most respected cigar manufacturers, has decided to move his factory from this city to Quincy, Fla. The factory there will be under the management of his son, Oscar Altschul, Jr. Mr. Altschul will however, remain in Chicago, and all the goods will be distributed from this city.

The building in which the Superior Cigar Factory, of which Husted & Gessler are proprietors, was situated was destroyed by fire, together with all the contents. The origin of the fire is a mystery.

DETROIT.

At the regular annual meeting of the stockholders of the Globe Tobacco Co., held February 4th, the following directors were elected for the ensuing year: Homer McGraw, R. Kempf, W. T. McGraw, W. R. Hamper, A. C. Stellwagen. They chose the following officers: Homer McGraw, President; R. Kempf, Vice-President; W. R. Hamper, Secretary, Treasurer and Manager.

KANSAS CITY.

Retail cigar and tobacco dealers here claim to have a grievance. The retailers complain that many of the jobbers have stores of their own and that owing to their trade connections they can buy at cheaper rates. Unless a compromise is effected it is possible that the retailers will decide to deal directly with the wholesale manufacturers.

ST. LOUIS

The local district federation of the Women's Christian Temperance Union have adopted plans in accordance with which, if they are carried out, every school boy in St. Louis will be asked to sign a pledge never to use tobacco in any form.

SAN FRANCISCO.

M. L. Gorman will shortly open a cigar factory at San Leandro, Cal.

In searching the steamer "Curacao" on January 30th, 300 cigars were found by the customs inspectors secreted in different staterooms.

A recent letter from Manila to a prominent citizen in this city states that there are, at this time, over 2,000,000 cigars on the way from the Philippines to this country. It is thought that before the end of February or by the middle of March at the latest, there will be ten times that number consigned to American tobacconists from the same quarter of the world. Of the shipment now coming, 600,000 alone are for one firm in this city. The only tax on these goods under the present laws is the internal revenue tax.

The letter also states that the different factories in the islands are working night and day. There seems to be a fear in the islands that the present laws will be revoked and the manufacturers of Manila are determined to take every advantage of the opportunity.

This influx of Manila weeds will have a pronounced effect on the sale of cigars in this country, it is said, and the cheaper grades of cigars now sold over American counters will find a strong competitor.

TOLEDO

F. E. Parsons, cigar department manager of Berdan & Co., has just returned from New York. While there he completed arrangements with Bustillo Bros. & Diaz, clear Havana manufacturers of Tampa, Fla., to handle their famous brand —"Henry the Fourth," which has created such a furor in the cigar world the past year by its extreme high grade quality and its wonderful sales.

Mr. Parsons has created a separate

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA.

Joseph Sondheimer C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. R. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

clear Havana department and engaged J. F. Williams formerly department manager for McCart, Christy & Co., as his head salesman, with a corps of able assistants to solicit trade in the interest of the clear Havana cigars only, making "Henry the Fourth" their leader.

NEWS NOTES.

Hunt Cutting, of Rockford, Ill., has sold his cigar store, and will move to Appleton.

A new cigar and tobacco business will soon be commenced by Joseph Mendel, at Columbus, O.

Morey & Myers Cigar Co., Ottumwa, Ia., is incorporated; capital $35,000. D. F. Morey and others are the incorporators.

Wm. O. Alden, of the C. H. Guppy Co., Portland, Me., has gone to Havana, where he will remain some time selecting a good lot of Havana tobaccos for their factory.

A new cigar box factory is being started at Zeeland, Mich., by William, Peter, John and Harm. Staal, and William Van Koevering, under the firm name of the Staal Manufacturing Co.

Harry Wilmering, of Peoria, Ill., has been arrested, charged with running a surreptitious cigar factory. It is alleged that he had not properly qualified and filed a bond as a cigar manufacturer.

At the meeting of the Muncie, Ind. Typographical union held last week a resolution was passed assessing a $5 fine on members chewing or smoking other than union-made tobacco or cigars.

Rehbock Bros., cigar manufacturers at Marengo, Ill., have met financial embarrassment, but it is thought that they will be able to adjust matters and resume operations in a short time.

Daniel B. Heiner was appointed on February 5th to be Collector of Internal Revenue for the Twenty third District, of Pennsylvania, with headquarters at Pittsburg, to succeed James S. Truit, recently deceased.

The tobacco stemmery of Pritchard & Winstead, at Goldsboro, N. C., was destroyed by fire last week. A large quantity of tobacco was also consumed. The loss is placed at from $40,000 to $50,000, insured for $30,000. About 150 hands were employed.

Philip A. Fontaine, of Roxboro, N. C., has recently shown samples of Havana tobacco grown by him in North Carolina, which are pronounced to possess a superior quality, and Mr. Fontaine now believes that Havana tobacco can be raised in North Carolina that is as good as is raised in any of the cigar leaf growing states of the North.

An anti-nicotine club has been organized at Clayton, N. J., where pipes, cigars and cigarettes are now very much non-est. President J. H. Kier says that the club is gaining membership so rapidly, that already several tobacconists are thinking of going out of business, and the club now contemplates investing its accumulated savings in Standard Oil stock.

At Springfield, O., Judge J. K. Mower, of the Common Pleas Court, in sustaining a motion to quash indictments against five cigar dealers for selling their wares on Sunday, made a sensational address, in which he denominated the cigar dealers as anarchists. He added: "They should emigrate to countries where lawlessness prevails if they do not wish to conform to the requirements of the statutes." The indictments were quashed on account of defects.

Joseph Zeigler, a cigar manufacturer of Wilkes-Barre, Pa., has been sued by Miss Nellie White for dislocating one of her ribs by hugging her too severely. Zeigler's attorney says Miss White suggested discovering how tightly she could hug him, and after she tried he tried. His brother and another girl are said to have been present. She was willing at first to settle if he would pay the bills of the doctor and druggist, $11.50, but those he tore up. Then she commenced suit for $100 damages.

Mrs. Mary Booth, who conducted a wholesale and retail cigar and tobacco store in Columbia, Pa., for many years, disposed of her stock and fixtures to Samuel F. Foultz and Frank B. Moore who will conduct the store in the future in the opera house corner. Mr. Foultz has been with Mrs. Booth for a period of twenty years, and is well acquainted with the tobacco business and trade. Mr. Moore has had a wide experience in business, having conducted a grocery for a number of years.

IN THE

Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

Editor of The Tobacco World,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter
Contributed by
Name
City State
Street,

A Snuff Factory in Milwaukee.

Milwaukee papers are rejoicing over the report that B. Leidersdorf & Co. will add a new department to their tobacco industry and begin the manufacture of snuff in that city.

The new snuff manufactory is to be equipped with costly machinery of the latest designs, much of it being of foreign make. It is asserted that the equipment will be at the start superior to that of any other snuff manufactory in the country. It is to be under the superintendence of a man who has for fifteen years been at the head of one of the leading snuff manufactories of the United States. A fine stock of snuff leaf has already been laid in, and it is said to be the intention of Mr. Leidersdorf to make the fame of his snuff factory equal to that of his tobacco factory.

Bernard Leidersdorf, the head of the firm of B. Leidersdorf & Co., whose fine cut and smoking tobaccos have long been recognized as standards, established his factory in Milwaukee in 1864. He was one of the sufferers by the great fire of 1892, but despite that disaster, and in the face of keen competition, his establishment has grown until it is at this time one of the most important tobacco factories in the country.

—About 450,000 Manila cigars and a lot of Manila tobacco has been landed in Honolulu, Hawaii, free of duty under the "14 diamond rings decision" of the Supreme Court. Manila cigars have always been favorites in Hawaii until the last year and a half, when the tariff almost drove them out of the market. The Internal Revenue tax on these goods amounts to about $12,000.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

This is the Cigar
that will help you out in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given. Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

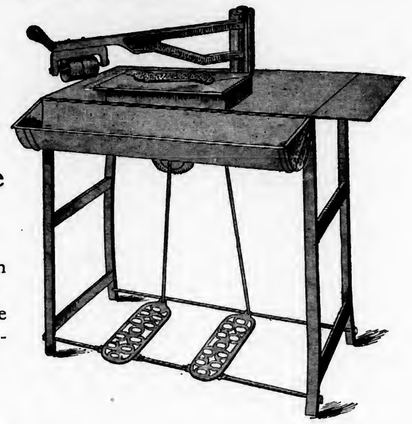
Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

UNANIMOUSLY PROCLAIMED SUPERIOR.
The American La Melville Trade-Mark
E. Regensburg & Sons,
Havana Cigars
118-120 Hudson St., NEW YORK.
Havana Scraps and Cuttings for Sale.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.
No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

---

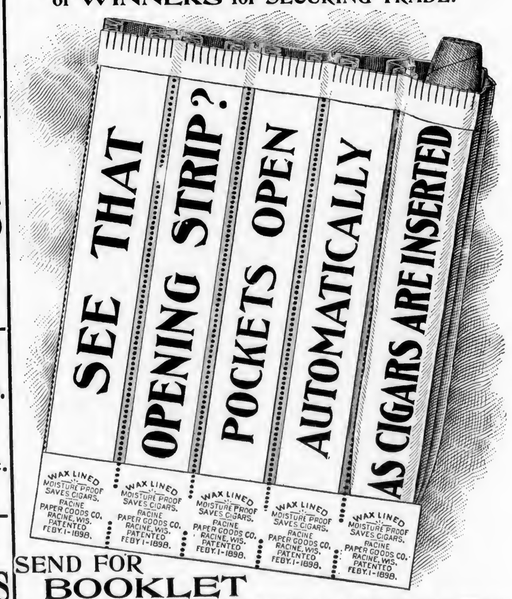
J. W. BRENNEMAN,
Packer ✻ Dealer ✻ Jobber
IN
Leaf Tobacco
MILLERSVILLE, PA.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Wrightsville, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR **BOOKLET**
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000 Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

El Dinero. 13,572.
For cigars. Registered February 1, 1902, at 9 a. m., by George W. Parr, Littlestown, Pa. (Re-registration by transfer from Sheip & Vandegrift, Philadelphia, Pa., who registered this title September 18, 1898.)

Our Celebrated Walnut Stogies. 13,573.
For stogies. Registered February 1, 1902, at 9 a. m., by T. H. Floto, Berlin, Pa.

Brotherhood. 13,574.
For cut plug smoking tobacco. Registered February 3 1902, at 9 a. m., by the Hoch Tobacco Co., Philadelphia.

Temple Five. 13,575.
For cigars. Registered February 3, 1902, at 9 a. m., by B. Herbst, Philadelphia, Pa.

Weldon. 13,576.
For cigars, cheroots and little cigars. Registered February 3, 1902, at 9 a. m., by Frank E. Kaiser, Cincinnati, O. (Used with photo of Harry Weldon, theater critic of the Cincinnati Daily Enquirer)

Old Stock Stogies. 13,577.
For stogies. Registered February 4, 1902, at 9 a. m., by Milton Myers, Philadelphia, Pa.

Monarch Stogie. 13,578.
For stogies. Registered February 4, 1902, at 9 a. m., by Milton Myers, Philadelphia, Pa.

Our Blue. 13,579.
For cigars. Registered February 4, 1902, at 9 a. m., by F. H. Beltz, Schwenksville, Pa.

Kubona. 13,580.
For cigars. Registered February 4, 1902, at 9 a. m., by H. Loeb, Philadelphia, Pa.

The Whole Push. 13,581.
For cigars. Registered February 4, 1902, at 9 a. m., by W. M. Applegate, Bethlehem, Pa.

Alicea. 13,582.
For cigars, cigarettes and cheroots. Registered February 5, 1902, at 9 a. m., by the Estandarte Cigar Co., Baltimore.

The Northwestern Union. 13,583.
For cigars. Registered February 6, 1902, at 9 a. m., by J. Frank Bowman, Lancaster, Pa.

REJECTIONS.

"Calmo," "Sen Sen," "David Harum," "Prince Henry of Prussia," "Windsor," "Lord Crasby," "La Philomela."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

The Pastmaster, The Hyde Exploring Expedition, Captain Good, Captain Puffer, Layco, Orinola, Helen Lord, Anglo Egyptian, Garrick, Salon De Notabilibabes, Schaghticoke, Luxsurio, Aubrey de Vere, Princess Viola, Queen Flora, Princess Julia, Queen Nicotina, Queen Magda Nuevo Rey, Promenoir, Saphoreina, Cedarosa, La Lovisa, The Fisher, Puerto del Vino, World Worker, Hohenzollern, Cinquevalli, Gayola, Reproduction, Operista, Admiral Rixey, El Estado Oro, Fuma de Tampa, Austro-Madjarski-Duhan Muskatel, Mistral, Dr. Rixey, No Rebate, Stone-pile, Government Bouquet, Government Beauty, Bazazes, (Lolo, the Red Rose,) Vagaries, Alacia, Alycia, Alocia, Alucia, Round Robin, The Weapon, Jolly Feast, Brito, Wild Indian, Magnetico de Cayo Hueso, Blue Bonnet, Chaser Puns, La Purex, Library King, Munsey's Magazine, Rushco, Flowerpot, Thyreus, Cuban Valor, Cuba's Best, Laurel Palace, La Sivad, Rare Done, Wueto, Leading Man, The Strapper, Cummings' 53, Double K., Solido, Senor Manuel, Tom Marshall, Mexican Resagos, Mona Lisa, Vigoralis, Gold Bore, Ridgebury, Queen City Club, Flor de Alica, Lasting, Dope Club, Puerto Rico Eagle, Gen. Welcome, Gen. Trainor, Maj. Jones, Count Korn, Lady West, Duke de Pacific, Pacific Count, 20th Century B. C. Favorite, Golden Wreath, Idealettes, Galvestonian, Magnolian, Beaumonter, Basco De Gama, Infanta Morales, Flora Toledino, The Blue Lady, Cubavega, American Regular, Jolly Feast, Mail Train, Post-Master, Red Bag, Hanky Panky, Weeuns, El Libertador Bolivar, After Lunch, Ibis, Sovereign, St. Leger, Pat Rooney.

HOW IT IS IN YORK.

YORK, PA., Feb. 10, 1902.

The proprietors of the majority of the factories in the county have had no reason to complain about too frequent visits from tobacco salesmen during the past week, the extremely cold weather making such visits well nigh impossible, although a few have braved the cold, well tucked in sleighs and other conveyances.

Tobacco buying and packing is progressing as heretofore, no unusual purchases having been made, while the packers have their hands full in handling their tobacco.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

---

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

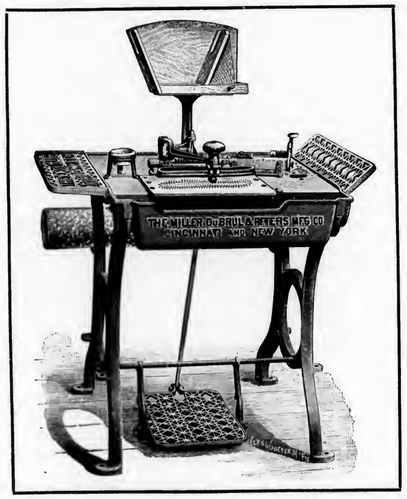
Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS
Common Cigars furnished, if desired.

THIS MEANS YOU

You undoubtedly consider yourself a progressive and enterprising cigar manufacturer and as such we direct this advertisement directly at your head.

We have been telling you considerable about the DuBrul Dieless Suction Table.

We have heard from a great many cigar manufacturers and are placing these tables at a gratifying rate. If we haven't heard from you —If you haven't taken the pains to find out all about this new table, doesn't it strike you that it is about time you did?



We offer this table to you solely on its merits—what it can do and is doing, not what we or anybody else says.

This table wherever installed proves absolutely that it results in a better product, turned out in less time and at less cost.

Now, here are some of the most important things in the cigar making industry — quality — economy — speed.

The DuBrul Dieless Suction Table, therefore, becomes one of the prime requisites of a progressive business.

It needs no argument to show that a sharp circular knife can cut a better wrapper than a die, which is more or less dull, no matter how careful you are.

It needs no argument to show that an operator can roll upon an open space a better cigar than could be done hampered by dies and rollers and confused with different operations of the feet, to say nothing of a complicated mechanism to care for.

It needs no argument to show that the elimination of dies, rollers and all other accompanying makeshift mechanical parts is a step toward simplification which must mean economy of both time and expense.

In no other way in the world can you get so perfect a wrapper, get so many wrappers out of the stock or get so well made a cigar as by the use of this table.

Now, if these things are true, it must be equally true that you ought to have the DuBrul Dieless Suction Table and have it at once.

We stand ready to prove to you that they are true.

All we ask is for an opportunity to do this, and it seems to us that we ought to have it.

It won't cost you much of anything to write us a letter asking all the questions you want to and leaving it with us to prove our case to you.

Don't you think you had better do that today?

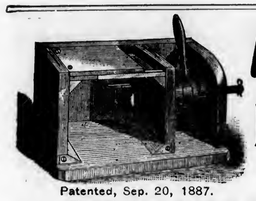
If we can't do any better by you, we also stand ready to sell you the recognized best Die table in the business.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



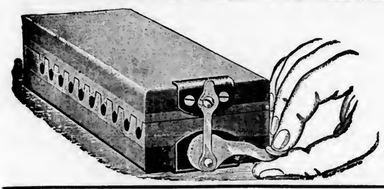
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

The report, several weeks ago, to the effect that a box factory would be started in Pleasureville, is confirmed, it having been put in working order by Wm. G. Shepp about two weeks ago. This is something new for Pleasureville, and will no doubt receive a fair patronage.

The box factory of Miller & Anderson, at Red Lion, will be operated in the future by Harvey and John Miller, under the firm name of Miller Bros., the old firm having dissolved by mutual consent, while Mr. Miller associates his brother with himself. This has been a successful business firm heretofore, being right in the midst of a number of cigar manufacturers.

This district, while stigmatized in the past by the reputable Ninth, is outgrowing this stigma, and to-day stands for a mark of success. Not a few union factories have grown up lately, and from small beginnings have made wonderful successes. We instance the factory af John Little, at Hanover, as one deserving especial mention. His "James Hamilton" brand has proven itself "a good thing" from the start, and it now has a well-established reputation. A new brand, "Sam Not Chase," is destined to share success with the other, judging from the quality of the goods.

Geo. W. Gable, of Windsorville, reports that his large factory is as busy as can be, with many orders unfilled.

Dave Woodmansee, of Spring Grove, was a caller in the city during the past week. Mr. Woodmansee is at present busy on a new brand, "414," lately placed on the market, for which he has already received some very nice orders.

LANCASTER LETTER.

[Concluded from p. 7]

dower income of $95 per annum for three years, besides being an expert cigar packer earning good wages, all of which was given to her husband for the purchase of a home and that it went into the property in question, but that the deed to the property was never put in her name which fact was not known to her until three years later. The couple subsequently separated. It is also alleged that Mr. Rogers raised $1,500 by a judgment, at the time he went into the cigar business at Millersville. He failed, and a levy was made upon his property real and personal.

At the sheriff's sale it was announced that the property to be sold as that of L. S. Rogers belonged to his wife, but the property was sold, and purchased by Mr. Snyder, hence the action in ejectment above referred to. The defense showed that the money put into the property came from L. S. Rogers, who it was shown owned a property in York in 1891, and sold it in 1895 for $1,600 receiving $200 on account and a mortgage for $1,400. When the James street residence was purchased Rogers secured from his employer, E. M. Cohn $3,000 giving his note for same. One year later $1,000 was paid by Rogers on the note, and in 1897, when Rogers received the money on the mortgage held on the York property, he paid off another $1,000. When Rogers left Mr. Cohn's employ to go into business a note for $1,000, representing the balance due, was recorded by Mr. Cohn, and when Rogers failed in business execution was issued. The court instructed the jury to render a verdict in favor of defendant.

Our quota of visitors during the past week has been about as large as usual, and included: F. Eckerson, Philadelphia, H. V. Altshul, with S. Rossin & Sons, New York; Lou Mueller, with Dohan & Taitt, Philadelphia; L. A. Cohn, of A. Cohn & Co., New York, I. Fonseca, of Fonseca Bros., Philadelphia and Boston, and Sol. Roth, of Roth, Bruner & Feist, Cincinnati. Mr. Roth was accompanied by his son Herbert.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
C. E. LEBER, Proprietor No. 1597
Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports
HAVANA AND SEED **CIGARS**
Special Brands to Order. DELROY, PA.

D. B. GOODLING
Manufacturer of **CIGARS** Jobbing Trade only
Loganville, Pa.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Yucatan" and "Mexico."

CIGARS	cases
B. Wasserman, New York	19
Park & Tilford, New York	18
Acker, Merrall & Condit, New York	12
G. S. Nicholas, New York	11
Waldorf-Astoria Segar Co., New York	6
Metropolitan Tobacco Co., New York	1
Landfield Bros. & Co., New York	1
W. G. Cochran & Co., Philadelphia	2
Duncan & Moorhead, Philadelphia	2
Estabrook & Eaton, Boston	5
S. S. Pierce Co., Boston	4
Daniel Frank & Co., Boston	2
E. Atkins & Co., Boston	1
Codman, Hall & Co , Boston	1
C. B. Perkins & Co., Boston	1
Reymer Bros., Pittsburg	11
Price Bros., Pittsburg	2
Sprague, Warner & Co., Chicago	8
Best & Russell Co., Chicago	3
M. H. Mayer's Sons, Chicago	2
W. A. Stickney Cigar Co., St. Louis	5
F R. Rice Merc. Co., St. Louis	1
Michalitschke Bros. & Co., San Franco.	5
L. Sisenvine & Co., San Francisco	4
S. Bachman & Co., San Francisco	1
M. Blaskower & Co., San Francisco	1
Total	129
Previously imported	560
Imported since Jan. 1, 1902,	689

LEAF TOBACCO	bales
Hart & Murphy, St. Paul	760
Erlich Manufacturing Co., New York	430
Calixto Lopez & Co., New York	176
Haas Bros , Cincinnati	164
American Cigar Co., New York	157
E A. Calves & Co., Philadelphia	129
J. F Portuondo Cigar Mfg. Co., Phila	126
A. Cohn & Co., New York	121
Voneiff & Vidal Cruz, Baltimore	106
S. I. Davis, New York	102
J. Bernheim & Son, New York	75
E. Regensburg & Sons, New York	75
I. Bijur & Son, New York	69
G. Salomon & Bro., New York	62
Sutter Bros., New York	50
E. P. Cordero, New York	48
E. Suarez & Balbin, New York	44
L. Friedman & Co., New York	42
S. L, Goldberg & Sons, New York	41
W. Boucher, Baltimore	40
Loeb-Nunez Havana Co., Philadelphia	39
L. Goldschmidt & Co., New York	35
Greenhall Bros., New York	31
M. Stachelberg & Co., New York	30
Sutter Bros., Chicago	29
Rothschild, Sons & Co., Chicago	25
Wedeles & Co., Chicago	25
Benj. Labe & Sons, Philadelphia	25
S. Auerbach & Co., New York	25
Schroeder & Arguimbau, New York	25
B. Fernandez, New York	24
Havemeyer & Vigelius, New York	24
B. Diaz & Co., New York	21
F. Garcia, Bros. & Co., New York	17
Simon Batt & Co., New York	16
The Hilson Co., New York	12
L. Bamberger & Co., Philadelphia	11
Hamburger Bros., New York	10
Rothschild & Bro., New York	10
Francisco Alvarez, New York	2
Total	3,253
Previously reported	7,313
Imported since Jan. 1, 1902,	10,566

Wind Hurts Cigar Trade.

"How's business?" asked the customer at a cigar store, as he cut off the end of his cigar.

"Nothing doing," said the man behind the counter, with a look of mild disgust.

"What's the matter?"

"Wind's blowing. Never do anything in our business when the wind is blowing. Trade always begins to fall off when it gets cold and begins to blow. A man who knows how to smoke never likes to smoke out in the wind. The best time for us is the spring and summer. You might think that our trade in winter would be pretty good, because lots of men smoke indoors then. We do have a good box trade in winter, but the summer is our time. May is the best month."

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer IN ALL GRADES OF LEAF TOBACCO
All goods handled at my own warehouses.

THE TRADE IN READING.

READING, PA., Feb. 10, 1902.

Reading cigar manufacturers differ in their opinions as to the proposed reduction in the Cuban tobacco tariffs. Some favor a slight concession, but others say there is no reason why this should be granted. Julian G. Hansen says, "We owe the Cubans nothing. The government freed them at a great expense, and I don't see what ground they have to ask any favors. They are getting a big price for their products, their land is cheaper than ours, and the price of their labor is way down. Through the high prices of Cuban tobacco and by the aid of our tariff, our farmers have developed into tobacco growers, and now simply to please the Cuban people, shall we give our own people a black eye? It would be a serious matter to the cigar trade to admit Cuban cigars at a lower duty, as it would bring them directly into competition with the cigars made by well-paid American labor."

Yocum Bros., cigar manufacturers, are packing a large number of their better grade cigars in glass jars, each of which holds 50. This is done in order that the contents will not dry out. Some time ago the Commissioner of Internal Revenue made a ruling that this was a technical violation of the law regulating the packing of cigars in packages which could be used a second time, and that it could not be allowed any longer. A member of the firm went to Washington and there had a conference with the Commissioner. He showed that the introduction of the glass jar was an improvement to the trade; that it had been greatly appreciated by smokers, and that it was no violation of the regulations. He was able to convince the Oommissioner that everything was all right, and an order has since been issued permitting the use of glass jars for this purpose. The internal revenue stamps are placed on the pasteboard box in which the jars are packed.

Reading's cigar manufacturers are still waiting for the payment of the rebates due them from the U. S. Treasury at Washington, because of the reduction in war taxes which went into effect July 1st last, but are fast losing patience over the delay. The tax on cigars was cut down from $3.60 to $3 per thousand. All parties having goods on hand which had been stamped up under the old rate were entitled to the rebate of the difference, providing that it amounted to more than $10. As some of the manufacturers had many thousands of cigars on hand at a time, the rebate due them, and to dealers carrying large lines, will amount to large sums. The method of securing the rebate, however, is tied up with many yards of red tape, and this has caused almost six months of delay. Each application for rebate must be verified. In the case of the applicants from this district, Collector Fred. W. Cranston, found them correct, but nothing further has been heard from Washington.

William Yocum, of the firm of Yocum Bros., is in Havana, Cuba, buying up tobacco for the house.

Col. S. G. Wenrich, of Sinking Springs, through his attorney, I. C. Becker, has instituted a suit in trespass against Constable Peter M. Krick, Thomas Baer and Henry Yoh, all of Sinking Springs, for $500 damages. It seems that Messrs. Baer and Yoh, had an execution issued against O. B. Huyett, cigar manufacturer, and had a large quantity of cigars levied on. Col. Wenrich notifiel them that the cigars levied on belonged to him. Notwithstanding this. Constable Krick sold them for Messrs. Baer and Yoh, hence the suit.

Charles Slater closed his cigar factory, 425 Pine street, and filed his papers with Collector Cranston.

John H. Obold, through attorney W. J. Rourke, has instituted a suit against James W. Yocum, of the firm of Yocum Bros., to recover $647. The case grows out of former Internal Revenue clerk I. G. Becker's $2,500 shortage. Messrs. Obold and Yocum were Becker's sureties.

Lewis R. Farling sold the goodwill, stock and fixtures of his retail cigar store at 419 Penn street, to William Moyer. The latter conducts a similar place at Ninth and Franklin streets. He has already assumed charge of his new business place, and will conduct both stores. Mr. Farling will engage in the cigar manufacturing business exclusively. His wholesale business has greatly increased the past several years, requiring all his time and attention, and for this reason he disposed of his retail store.

Cigarmakers' Union No. 36, of Reading, issued a letter to the business men of this city which in part is as follows:

"We are proud of the cigar in-

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. Red Lion, Pa.

J. M. McGUIGAN
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
5 CENT BRANDS: Light Horse Harry, La Celestina, Casandra, Indian Pride
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

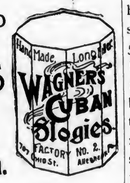
J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



INTERMITTENT
Heat Motor Co.
Manufacturers of the
New Automatic Advertising Devices
340--342 N. Concord St.
LANCASTER, PA.

dustries of our city, and we think it is to your interest to stand by us to oppose the invasion of all firms who through the amassing of great capital, seek the destruction of this industry by driving our manufacturers to the wall. By buying and selling their cigars you are assisting them to accomplish their object. At the same time you are crippling your own trade, for it stands to reason that, as the earning capacity of those who make a living at this industry is reduced, their patronage of you must suffer. Where there is no money earned there is none to spend. Be alive to the situation. Refuse to handle the production of any concern which comes here and is willing to spend its profits advertising to catch the trade. It is to your own individual interest to patronize the home cigar manufacturers, and we think especially those who use the label. We appeal to you to look to your interests, and we are assured of your assistance."

The American Cigar Co. has not met with much success here thus far. Small boys have painted over their signs, and they are having a hard time of it ever since their agents arrived here.

A prominent manufacturer of Reading is about to place a new nickel brand on the market, called the "Mother Hubbard." He says it will be a free smoker, and will have a loose wrapper. For the present he wants his name withheld. He is getting up a swell label for the same. POMPEY.

TOBACCO REPORTS.

CONNECTICUT VALLEY.

There have been many sales of late of the 1901 crop, but at very low prices, really ridiculously low prices. Not one of them hardly as high as seconds are worth, and very many at barely filler prices. We have the name of one grower who sold seven or eight tons at 11½ and 5c. While 250 cases of Wisconsin Havana seed were reported sold at 18c, and this Wisconsin leaf is bought for binders. Some claim that nearly or quite half of the Connecticut Valley crop is sold. It seems as though prices were improving, as that now held is largely by men that are not disposed to sell at such prices as were at first offered. So they are having their crops packed and will hold for the sweat. We have heard of one grower who, in assorting, finds no more damage than is shown in average years, and says his crop is assorting nearly or quite 60 per cent. of fine light wrappers. Others say that the bulk of the late-cut tobacco is remarkably free from damage of any kind. If it is absolutely necessary that the grower should sell at 5 and 1 cent, then we have only this to say, such a man should have a guardian, or spend his energies in growing "taters."

Our correspondents write:

North Hadley: "I echo the sentiments of last paper in regard to tobacco growers. They are positively giving away their crops. Some of them are selling for from 9 to 12 cents in the bundle. The men at work for one of our packers sorting tobacco say the crops are running well, one lot yielding 60 per cent. of light wrappers. I am sorting my own crop, and the wrappers are very nice; am making some excellent seconds."

Northampton: "I have a few sales to report: H. J. Searl, 10 acres at 10 cents, J. C. Phelps 4 acres at 14c, A. K. Sylvester 2 acres at 14½ cents, H. G. Rhood 2½ acres at 17 cents, all in the bundle.

Hatfield: "Tobacco crop of 1901 is selling fast, most of it at very low prices, from 7 to 11 cents; a few light, sound crops at 12 cents, all too low for any profit to the grower. Offers are now for crops assorted at 14 and 15 cents and refused."

Sunderland: "Some small lots of tobacco were sold, though large lots are mixed in. Prices mostly private, but understood to be from 7 to 12 cents. F. L. Pomeroy, W. D. Crocker, George C. Hubbard, Herbert Hubbard, Fred Davis, George M. Hubbard and J. Barroski, all in the bundle.

Hinsdale: "Sutter Bros. are picking up a few small lots. Time has been when tobacco sold on its merits, but now about 10 cents is the price whether good or poor. The crop here is very free from pole burn."

Whately: "Buyers have been busy the past week. C. B. Dickinson 12 acres, 15 cents, Donovan Bros. 8 acres at 14 cts., and a number of lots, from 3 to 4 acres, at 7 to 12 cents. Myer & Mendelsohn are putting in a sweat room, have about seventy-five men sorting."

Simsbury: "The 1901 crop of tobacco is most sold. Prices range from 12 to 17c in the bundle. The syndicate is moving in preparations for tent raising of Sumatra tobacco. Shall be able to report more fully before long."

East Hartford: "The bulk of our seed leaf tobacco is sold. We had considerable pole burn. With this out prices have been from 16 to 22½c. Docking was practiced in Connecticut as well as in Massachusetts. The growers should have sorted out the pole sweat before delivery.

Conway: "I have no sales to report this week Assorting is progressing well, and the crop is turning out better than was expected."

Putney: "The tobacco has been selling to some extent in this town and vicinity, but the prices are altogether too low. Growers should sort their own and hold for sweating."—American Cultivator.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package
Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the Wholesale and Jobbing Trade only.
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

BALDWINSVILLE, N. Y.

There has been no stir in the local tobacco market during the last few days. The severe storm has made the roads bad and the buyers who are in the market have not been riding. The assorting continues at the warehouses of the firms who have bought in the bundle. The only purchases reported this week were made by E. C. Munroe for the American Cigar Co. and are as follows: A Van Auken, 1½a, 9c; Elmer Tallman, Kirkville, 4a, 8c; H. J Ferris, Rose, 1½a, 8c; George Farrand, Savannah, 3a, 8c; John Heiter, Savannah, 1½a, 8c; A. M. Graham, Clyde, 1½a, 7c.—Gazette.

MIAMISBURG, OHIO.

Very little of the 1900 crop was delivered during the past week, partly on account of unfavorable weather for driving and also because of the scarcity of this crop in farmers' hands.

A fair delivery of 1900 crop Zimmer was received here Saturday, the first receipt worth mentioning, and farmers were pleased with the weights received. Several more packers have commenced buying the new Zimmer since our last issue, and it was commonly reported that general buying by nearly all of the large concerns would be indulged in this week, but as very few reports of transactions have been received it is likely that the weather has been too severe for driving. Another good season for taking down the hanging tobacco is very much desired just now. It is reported that parties who contracted while tobacco was in the field are now repudiating their contracts, but as we are not in possession of all of the facts we are unable to speak of the case.—News.

STOUGHTON, WIS.

Joe Cullman of New York, of the firm of Cullman Bros, looked after his interests in this place on Wednesday, in making a change of local agents. Mr. Henry Miller who has had charge of the business in past years retires, and his son and Al. Schroede will now conduct the business. Mr. Schrode is now shipping old goods from Sun Prairie. O. K. Roe shipped six car loads to eastern market the past week, as also did Andrew Norman ship the same number of cars of the 1900 crop.—Courier.

EDGERTON, WIS.

While there is a general complaint among the dealers of a dull market, it is quite evident there is considerable tobacco being purchased throughout the growing sections, and much of it too, at prices that have prevailed earlier. The aim so far, of course, has been to secure selections. The farmers now have their tobacco stripped and goods are sold on their merits.

J. M. Conway, Geo. Underhill and C. F. Tallard are in the tobacco sections of New England securing packings of the new crop which will be shipped to this state to be assorted and packed. The former has about 500cs now in transit.

A few fair sized transactions in old goods have taken place during the week. The most important one being the sale of nearly 800cs of 1900 by Eckhart & Co. of Vernon county leaf, to L. Bamberger & Co., of Philadelphia. A. N. Jones sold two lots of 1900, aggregating 355cs. A. L. Fisher & Co. have also disposed of 350 cases.

Tobacco is being delivered at the packing points about as fast as is needed for warehouse handling and is generally in unusually good packing condition.

Shipments, 400cs.—Reporter.

JANESVILLE, WIS.

The tobacco buyers and growers do not seem to agree as to price any better than they have for some time past, consequently sales are few and far between. Only now and then a purchase is made by the farmers and prices are but a shade lower than several months ago. Buyers are obstinate and insist that there is no use of their riding until the farmers are disposed to make some concessions. The farmers are equally firm and insist on their price or no sale.

In old goods market conditions remain unchanged and uneventful.

Mr. A. Loeb, of K. Strauss & Co., and Mr. McComas were here last week with N. J. Casey, their local representative. They secured several fine lots of 1900 tobacco.—Farm and Home.

HOPKINSVILLE, KY.

M. D. Boales.

Nothing doing on the breaks. Weather cold, harsh and unfavorable for all business. The loose market has some small receipts and active buying of the remnants in planters hands. Estimate 90 per cent. of crop sold. The remainder of old Lugs held at 4¾ to 5½c are cheap, considering the small percentage of Lugs in new crop; hence look for higher prices on all Lugs. The remaining old Leaf at 5½ to 7c is very cheap, well seasoned and in good condition generally speaking. If stemmers, rehandlers and manufacturers will place their orders, they will buy Leaf quite cheap during next two months where in doubtful condition. The crop is largely Brown and Dark colors, very smooth, clean and leafy. Best all around crop for several years. No quotations on the new crop.

Receipts for the week, 70 hhds; year, 650. Sales for the week, 13; year, 54.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Jan.	1,043 hhds
Sales in Jan.	130 "
Shipments in Jan.	611 "
Stocks, Feb. 1	1,374 "

Buyers stocks are 299 hhds, and sellers stocks 1,075 hhds

Our receipts of new tobacco this week were 300 hhds.; offerings on the breaks 16 hhds.; public and private sales 11 hhds.

Market quiet without change in values.

Our severe spell of cold weather has broken, the heavy sleet has melted, and planters have resumed deliveries to the prizing houses. The loose tobacco market is quiet.

The water courses are beginning to fall, but some are still out of their banks.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

Pittsburg Manufacturer Objects to Reduction of Duty on Cuban Goods.

Alexander M. Jenkinson, President of the R. & W. Jenkinson Company, manufacturers of cigars, recently gave his views on the subject of reciprocity with Cuba as it affects the tobacco trade. Mr. Jenkinson said:

"As far as the cigar business is concerned, the case presents two points of view. In the first place, let us look at the Cubans themselves. Is the cigar industry of the island in need of help, and, for argument's sake, allowing this, would a reduction, if made, accrue in any way to the Cuban workmen? On the other hand, would a reduction of duty be in any way detrimental to the industry of the manufacture of the better grades of cigar, clear Havanas, generally so called in the United States, the manufacture of which is largely in New York city, Tampa Key West, Ocala, Ybor City, etc?

"Ninety per cent. of the cigar manufacturing business transacted in Cuba is virtually controlled by two corporations, the larger of which is an English syndicate making fully 60 per cent. of all the cigars manufactured in the island, and the other an American corporation, producing the larger part of the remaining 30 per cent. The prospects are that these two corporations will consolidate under one gigantic trust in the near future.

Scheme of Two Corporations.

"In my estimation the whole trend of the demand for any lowering of duties on cigars is a cleverly devised, and, to a certain extent, cleverly concealed scheme on the part of these two corporations to open up the fine cigar market of the United States, and at the same time to ruin their competitors now manufacturing here.

"No fine cigars were manufactured in the United States prior to 1890. At that time, on the enactment of the McKinley bill a sufficiently high tariff was placed on manufactured cigars to induce and enable American manufacturers to go into the business. The results are well known, not only to the trade, but to smokers of fine cigars at large. Ten years ago Tampa City was a row of sandhills. To day it is a city with 30,000 population, and a payroll in its cigar factories of $125,000 a week Any reduction whatsoever of the present duty on imported cigars would wipe out Tampa and the other manufacturing centers I have mentioned With only two exceptions in the last 10 years has the number of cigars imported from Cuba to the United States been as large as in 1901.

Extent of the Cuban Trade.

"The attorneys having in charge the pushing of these schemes of the Cuban manufacturers tell us we owe something to Cuba and the cigar business, as we have closed their market with Spain, the Spaniards having largely ceased using Havana tobacco since the Cuban war. To a certain extent that is true. The largest amount Spain ever bought from Cuba in any one year is valued at $700,000—a mere drop in the bucket as compared with their total trade. Last year it dropped to $400,000. Practically, however, the market for Cuban cigars is the world. Every other nation on earth increased its business with Cuba last year, the total increase being $7,000,000.

"The tobacco planters are not suffering on account of the high tariff, as I am credibly informed there is not a bale of tobacco in the hands of a planter in Cuba to day. In addition to their own crop of tobacco, they imported 40,000 bales from Puerto Rico, which went out to the world as Havana cigars. Our War Department in charge of Cuban affairs put a stop to this by imposing a duty of $5 a pound on tobacco going into Cuba.

Vital Reduction Demanded.

"The concealment of the syndicates' scheme of breaking into the United States market at the expense of our own manufacturers lies in the request for the 50 per cent. horizontal reduction. To enable any fine cigars to be made in the United States, in the tariff bill of 1890 a duty of 12½ times the duty on raw material was placed on the manufactured article. You will readily see how a 50 per cent. horizontal reduction would work in this case.

"To maintain the equity and the parity existing in the present tariff, if any reduction whatsoever were made on raw tobacco, let us say one of 25 per cent., a 2 per cent. reduction only should be made on the manufactured article. Prior to the tariff bill of 1890 this country was flooded with an enormous quantity of cheap cigars from Germany and other European markets and our country's cigar business was a very limited one. The fine cigar business prior to that date did not exist and the protection enjoyed by our manufacturers since 1890, while seemingly large, has been none too great. Under it the industry of cigar making in this country became possible and has flourished and increased, for instance, 51½ per cent. in the last five years. To manufacture this enormous production, averaging about 5 000.000,000 per year, there were employed, directly and indirectly, 500,000 people.

Paper Backed Foil

PURE TIN FOIL

Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York

COMPOSITION FOIL

Corrugated, Colored and Printed Foil

Home Trade Would be Ruined.

"The point I want to bring out, and this most strongly, and to state it positively and emphatically, is that any reduction whatsoever in the duty on imported cigars would destroy and utterly annihilate the manufacture of the better grades of cigars in the United States and compel our manufacturers to confine their efforts to the cheaper cigars. This would be detrimental to the working classes, as the best workers are from time to time promoted to making higher class goods, on which, of course, a higher rate of wages is paid.

"Bear in mind also that in Cuba there are no internal revenue restrictions whatsoever. Many of the cigars there, especially the cheaper ones, are made by a man at his own home, employing the labor of his wife and children, and carried to the factories in a market basket. How could we, with our licensed factories, Government surveillance, and our high class labor, compete with cigars manufactured in this manner?"

Poor Tobacco Crop Caused Law Suit.

In the suit of Jeff Stebbins against Black & Black, in the Common Pleas Court at Lebanon, O., held recently, the jury found a verdict for the plaintiff. Black & Black are tobacco buyers at West Alexandria, O. The firm furnished a number of farmers with tobacco seed for raising what is known as "turkey-foot dutch," and agreed to buy the crops at a certain figure per pound.

Stebbins was one of several who raised a crop. When the time came for taking the crops, the firm refused to accept them at the price agreed upon, claiming that none were in proper condition. It seems this climate is not adapted to the raising of this particular variety of tobacco and the crops did not mature. For this reason the firm would not accept them, only at a much lower figure than first agreed upon. Stebbins brought suit as a test case in the Common Pleas Court and he won the suit. The case was then taken to the Circuit Court and from there was sent back to the Common Pleas Court. This is the third trial and in each instance the verdict has been in favor of the plaintiff.

LATE REVENUE DECISIONS.

Cigar Manufacturers' Accounts—Value of Stamps.

The Commissioner recently advised a collector that in the preparation of the abstract statements of the accounts of cigar manufacturers on Form 144 for the half year ended December 31st last, the value of stamps shown to have been on hand on July 1 should have been computed at the rate of $3 per thousand cigars, although they may have been purchased prior to that date at the old rate, and were subsequently used in stamping the cigars reported sold or removed on or after July 1, and that Form 144 would show the number of cigars stamped and removed from the factory at the new rate, notwithstanding stamps issued at the old rate had been used.

Special Tax and Penalty.

A cigar manufacturer, who had made return previous to July 1, 1901, and paid $12 special tax for the year ending June 30, 1902, but who had afterward been called upon by his collector to make a new return and pay special tax at the rate of $24, plus 50 per cent. penalty, the latter having ascertained that the manufacturer had sold more than 200,000 cigars during the year ending June 30, 1901, appealed to the Commissioner, claiming that his monthly returns, Form 72, for the year ending June 30, 1901, had disclosed the number of cigars sold by him during the year, and that for this reason he should escape the above penalty. He was advised that, having made a return in June for the ensuing year he was not liable to a 50 per cent. penalty on the $24 tax, and that if the return was intentionally false or fraudulent he would be required to pay a penalty of 100 per cent., or $24, under section 3176, Revised Statutes. Further, that the Regulations, No. 8, page 49, make it the duty of the collector, when he receives Form 11 in such cases, to examine Form 72 and ascertain what rate of special tax a cigar manufacturer should pay for the ensuing year. Having made a return on Form 11 and paid the intermediate rate of tax, $12, in July, the manufacturer was privileged to make an amended or new return, and pay $24, the larger rate, for the entire year.

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**
We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

315-17-19-21 Cherry St., **Lancaster, Pa**

Agents for "Havanarine."

The Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

le Droit Building, WASHINGTON, D. C.

ADVERTISING NOVELTIES.
THE BRUNHOFF MFG. CO.
HAMILTON, OHIO.
SPECIAL DESIGNS OF CIGAR CUTTERS AND CIGAR LIGHTERS.

LITHOGRAPHING
METAL EMBOSSED LABELS
METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS
ENGRAVING
EMBOSSING

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky

M. H. Clark & Bro
Leaf Tobacco Brokers,
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of Cigar Box Machinery
Cor. Hall & Maple Sts. ALLENTOWN, PA.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

Sale of Leaf Tobacco by Farmers.

The Commissioner has instructed a collector to investigate a newspaper advertisement of a person claiming to be a farmer, who proposed to sell unstamped leaf tobacco to consumers in competition with tax-paid goods, and report whether the advertiser changes this tobacco from the condition in which it was cured on the farm, and whether he actually raised the tobacco himself or whether he buys or receives tobacco from other persons, and if it was found that he twists, rolls, stems, sweetens, or otherwise changes the tobacco from the condition in which it was cured on the farm, or if he buys or receives the leaf from other persons and sells this product to consumers, he has incurred liabilities as a manufacturer of tobacco, carrying on business without paying special tax and giving bond as such, and not properly packing, labeling and stamping his product, as provided by the Regulations, No. 8, pages 5 to 7, inclusive, and to the tax on all such tobacco sold for consumption.

Payment of Claims to Receivers.

The receiver of a defunct cigar manufacturing company, who advised the Commissioner that all indebtedness due the company was payable to him, was informed that no transfer or assignment of such a claim upon the United States, or any part or share thereof, or interest therein, whether absolute or conditional, and whatever may be the consideration therefor, could be made; that all powers of attorney, orders or other authorities for receiving payment of any such claims or any part thereof, were of no effect, unless such powers or authorities were executed after the allowance of such claims, and the ascertainment of the amount due and a warrant had been issued in payment thereof, as provided by section 3477 of the Revised Statutes; that this section does not apply generally to transfers by operation of law, such as are involved in the case where a receiver has been appointed for an insolvent claimant, but that in such a case the Commissioner would exercise the power delegated to him by Congress under section 4 of the act of March 2, 1901, and would allow the claim in the name of the claimant and the name of the receiver would not be substituted instead, and after this claim has passed through the accounting offices of the Treasury and an appropriation made for the payment of the same by Congress, a warrant would be forwarded to the Collector of Internal Revenue for the district, who would deliver the same to the payee—that is to say, the original

THE WORLD'S
Profitable Inches
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

THE LEADING BRANDS OF THE WORLD
You Read This; Others Would Read Your Card IN The Tobacco World

FACTORIES: DETROIT, MICH.
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

claimant or to his assign; that endorsement by executors, administrators, assignees, receivers or other fiduciaries must be accompanied by certified copies of the records of their appointment, that for the further information of persons concerned in claims of this character attention is called to Circular No. 149, issued by the Treasury Department relative to the endorsement and payment of Treasury warrants.

Packages of Imported Tobacco.

In passing upon two packages of imported smoking tobacco, containing three ounces of tobacco in four sealed subdivision packages (bearing the foreign name and brand on each) and the other four ounces of tobacco in five sealed subdivisions, the outer packages in each case being of plain paper, without marks or brands, but stamped (one with a three ounce stamp, the other with four one ounce stamps), and the stamps canceled by the importer's name and the date being printed thereon, the Commissioner ruled that the subdivisions did not conform to the Regulations, No. 8, page 38, being sealed and containing more than three fourths of an ounce of tobacco each, and that if found on sale, separated from the stamped package, they would be subject to forfeiture under section 3373 of the Revised Statutes: further, that section 3377, Revised Statutes, provides that all imported manufactured tobacco and snuff shall be put up in packages as prescribed by law for like articles manufactured in the United States; and, therefore, packages of imported smoking tobacco must contain 1, 1⅓, 2, 2½, 3, 3⅓, 4, 8 or 6 ounces each, and that each package must be properly stamped. It was further advised that the statute had not been construed as authorizing smoking tobacco to be imported in boxes, bags or other packages in which are placed a number of smaller packages not corresponding to statutory packages prescribed for domestic tobacco, nor have the Regulations permitting manufacturers to use subdivisions or parcels consisting of one unsealed wrapping of light material, and upon which must be printed the name and brand of manufacture, and the words, "This is an authorized subdivision taken from a properly stamped package," been extended to apply to packages of imported tobacco.

The branch cheroot factory on the Canal, near Main street, Cincinnati, operated for a number of years by Roth, Bruner & Feist, has been discontinued. The firm has recently fitted up their main factory on Sycamore street with improved machinery, more than doubling the former capacity of the plant, so that the branch factory was no longer needed, while they are now able to turn out even more goods than before.

BUSINESS CHANGES, FIRES, Etc.

Connecticut—Waterbury—Paul Asheim, cigars and tobacco, damaged by fire —— D. G. Davis, cigars and tobacco, damaged by fire —— S. Greenberg, cigars, damaged by fire —— F. B. Hare, cigars and tobacco, damaged by fire —— M. H. Waas, cigars and tobacco, damaged by fire.

District of Columbia—Washington—Bernard Kopf, wholesale and retail cigars and tobacco, sold out to A. A. Hancock & Co.

Illinois—Aurora—Furhman & Hermes, cigars, succeeded by Matthew N. Hermes.

Chicago—Husted & Gessler, cigar manufacturers, burned out.

Indiana—Indianapolis—Mrs. Mary J Anderson, retail cigars and tobacco, chattel mortgage, $275 —— Sam'l L. Neubarger, retail cigars, chattel mortgage, $300.

Kansas—Fort Scott—J. R. Kearnes Cigar Co; J. R. Kearnes, individually, real estate mortgage, $7,000.

Maine—Lisbon—Harry Wright, tobacco, sold real estate, $1.

Missouri—Richmond—Edwards Cigar Co. (not incorporated), dissolved.

St. Louis—J. E. Egen, retail cigars, petition in bankruptcy —— A. F. Ramsy, cigars, bill of sale, $1.

New Hampshire—Manchester—John B. McKendree, tobacco, etc., real estate mortgage, $750; real estate mortgages, $440 and $75 disch'd.

New York—Albany—James Quinn, cigar manufacturer, chat. mtge., $925.

Ellenville—W. L. Carpenter, cigars, judgments, $136.

Ohio—Mount Vernon—Charles F. Brent, tobacco, and manufacturer of cigars, real estate mtge., $1,000.

Newark—Swisher Bros., cigar mfrs.; Henry Swisher, individually, real estate mortgage, $8,000.

Pennsylvania—Charleroi—Paul R. Nutt, cigars, petition in bankruptcy.

Harrisburg—Edward Schlager, cigars and tobacco, satisfied mortgages, $1,000; created new mtge. $1,200.

Utah—Ogden—M. G. Cleveland, cigars, sold out.

Wisconsin—Milwaukee—Eva Kerns, cigars, warranty deed, $1 —— F. W. Pfeffer, cigars and tobacco, dead.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

"Wise men say there are more women
than men in the world.
That's why some girls are single all
their lives.
Three women to every man,
Oh, girls, sigh if you can."
In numbers at least you have beat them afar,
But men for a solace,

A Pete Dailey Cigar

"Three women to every man
Oh, girls, sigh if you can."
So sings a gifted theatrical star,
As he puffs with sweet pleasure

A Pete Dailey Cigar.

T. J. DUNN & CO.
Philadelphia.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 8. | PHILADELPHIA, FEBRUARY 19, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We want to call your attention
to our large stock of fine

HAVANA TOBACCO
Vuelta Abajo,
Santa Clara,
Manicaragua,

Both First and Second Capaduras.
Besides, a Few Bales of **Wrappery Vueltas.**

We were never in a better position to sell you
Desirable Tobaccos
at very reasonable prices, lower, in fact, than
since the days "before the war."

SCHROEDER & ARGUIMBAU,
Successor to SCHROEDER & BON,
No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

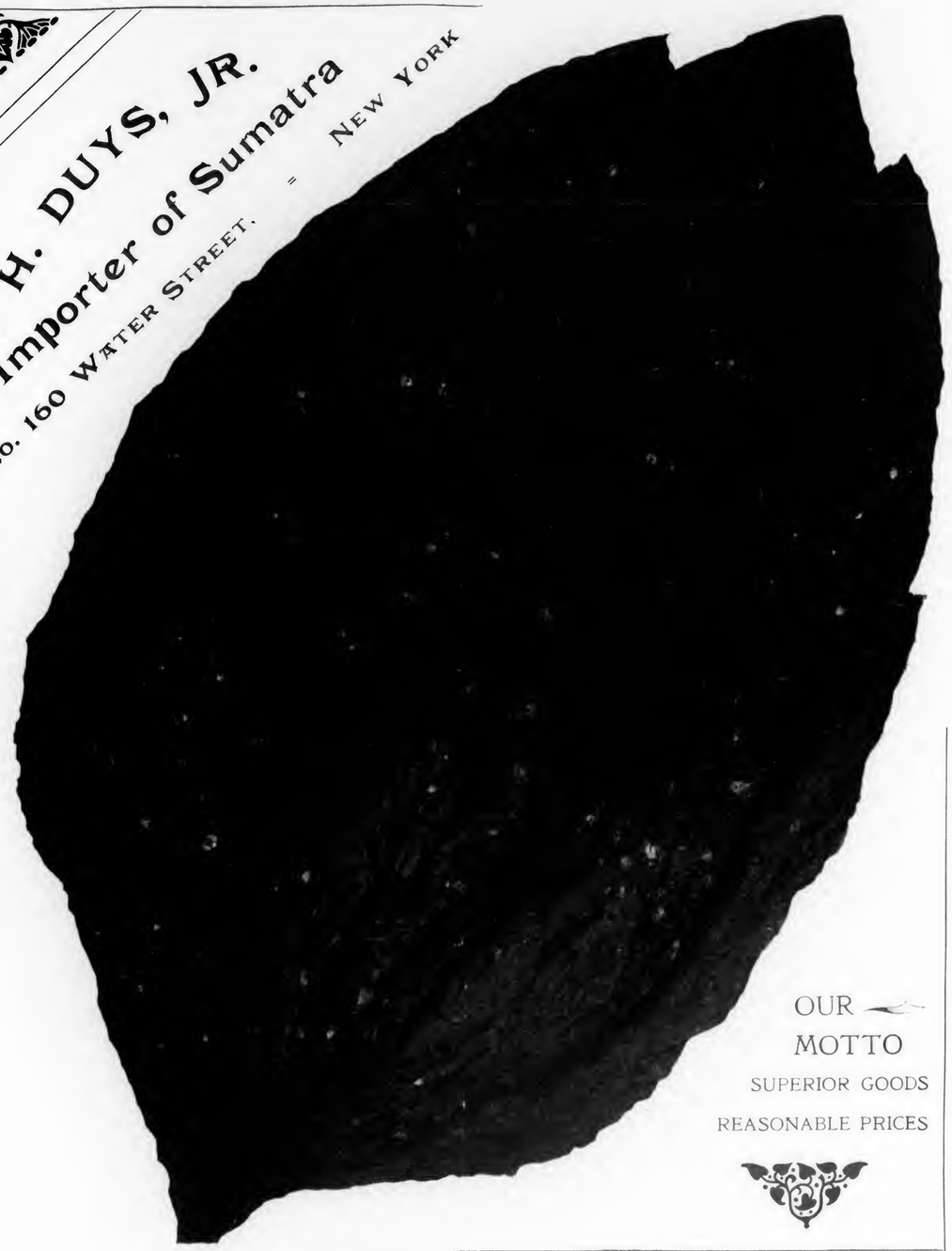
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

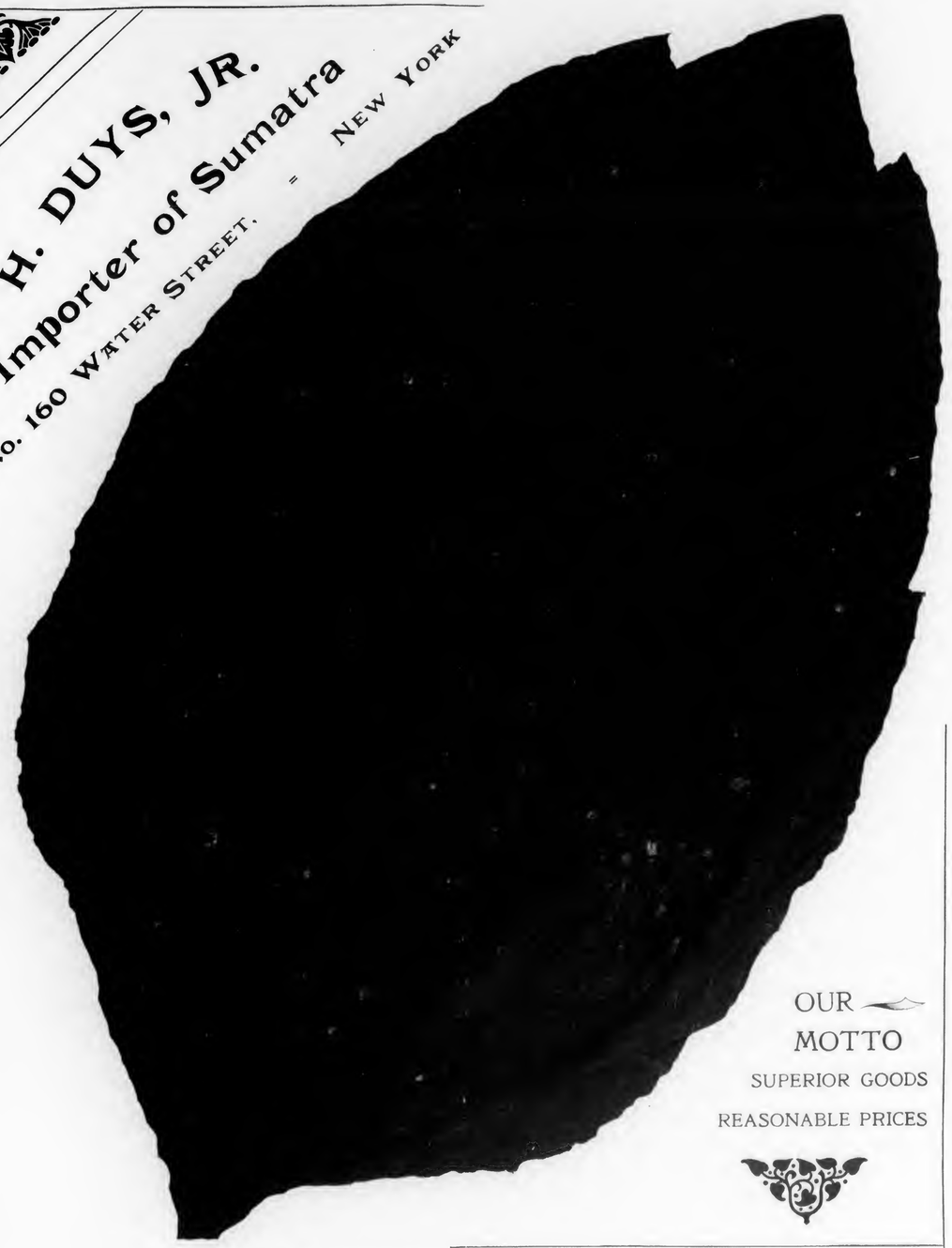
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter VIII.—How Tobacco Saved the Day for Good Morals in New Amsterdam in the Olden Time.

By NICHOLAS WITSCH, of The American Lithgraphic Company.

"Great jealousy did they likewise stir up by their intermeddling and success among the divine sex; for being a race of brisk, likely, pleasant-tongued varlets, they soon seduced the light affections of the simple damsels from their ponderous Dutch gallants. Among other hideous customs, they attempted to introduce among them that of bundling, which the Dutch lasses of the Nederlandts, with that eager passion for novelty and foreign fashions natural to their sex, seemed very well inclined to follow."

Thus the veridicious Diedrich Knickerbocker, in his History of New York, tells the story of how certain strangers from Connecticut came near to corrupting New Amsterdam.

How shall I describe bundling to my contemporaries? Nothing is simpler; I'll get Diedrich Knickerbocker to do it for me. The amazing increase of population among the people of Connecticut, he says, may "be partly ascribed to a singular custom prevalent among them, commonly known by the name of bundling—a superstitious rite observed by the young people of both sexes, with which they usually terminated their festivities; and which was kept up with religious strictness by the more bigoted part of the community. This ceremony was likewise, in those primitive times, considered as an indispensable preliminary to matrimony; their courtships commencing where ours usually finish—by which means they acquired that intimate acquaintance with each others' good qualities before marriage which has been pronounced by philosophers the sure basis of a happy union."

Diedrich says that when this custom was trying to make its way among the young women of New Amsterdam it was their mothers, more experienced in the world and better acquainted with men, who checked it, but that is not precisely the fact.

The truth is that the maidens of New Amsterdam of the olden time owed their salvation as much to tobacco as they did to their mothers. Nay, the greater debt was to to bacco, that same powerful agency which refined and dignified men in England toward the close of the first quarter of the nineteenth century, as you may read in the memoirs of Sir Richard F. Burton and others, before whose breath heavy drinking and heavy drinks vanished, was already at work in the seventeenth century in New Amsterdam.

THE MERRY MR. NICHOLAS WITSCH.

The young men of New Amsterdam, even in Governor Peter Stuyvesant's time when the invasion of New York city by the Yankees of Connecticut took place, were, like their fathers and neighbors, great lovers of the pipe. Had cigars or cigarettes been in vogue in their day they would doubtless have been inordinate consumers of those delicacies, too. As it was, they loved the pipe, and even when they went a courting enveloped themselves in clouds of smoke.

Diedrich Knickerbocker, who, although a Dutchman, was a lean little wisp of a man, calls the young gallants of the old time New Amsterdam ponderous. Plump were the better word. Plump and handsome and good-natured, for they were prosperous. I am sure that if the fact were known they really had no cause to fear the rivalry of the Yankees whom we have seen him describing as "brisk and likely," and as to the young ladies, who were the objects of their affections and, later their wives, I am equally certain that they were models of every womanly virtue, yet, it appears to be historically true that the fondness of their beaux for tobacco saved the day for good morals in New Amsterdam.

No man can meditate villiany while puffing his pipe, or his cigar, or even his cigarette, though the last, it must be owned, has been charged with being itself evil and the fruitful cause of evil. Villians in melodrama are commonly represented with cigarettes between their teeth. This marks the delicacy of the histrionic muse. If she were without delicacy and were willing to attribute a wicked mind to a smoker she would equip her villians with big cigars or with pipes. And then we should all know her for a cheat and an impostor. The smoking man, and let me say it with due reverence for the lovers of cigars and cigarettes, the man who smokes a pipe, and if it be a fine pipe, I am all the more certain I am right, never meditates villiany, particularly any villiany against tender and sweet young maidens.

The "divine sex" of New Amsterdam of Peter Stuyvesant's time, having for lovers then only brave and honorable youths who loved a pipeful of fragrant tobacco far better than they loved their fair city, were in no danger from the hideous fashion of "bundling" which the Connecticut Yankees sought to introduce into New Amsterdam.

Brave gentlemen, delectable ladies, the memory of your gallantry and your graciousness smells sweet in the dust which you long since became.

—

Next Week—Chapter Nine—"Ali Wad Fadlalla and the Panglima's Gingerbread Bride," by Ferdinand Cranz, of F. & E. Cranz.

Synopsis of the Preceding Chapters:

I. "The Truth About the Discovery of Tobacco."
II. "The Very First Cigar of All."
III. "The Aggravating Superiorities of Sir Walter Raleigh."
IV. "Time Makes Clear One Scotsman's Joke."
V. "Not a Pursuit—A Passion."
VI. "How the Hurons Checked Competition."
VII. "No Heaven Without Tobacco."

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF

K. STRAUS
A. LOEB
122 NORTH 3rd ST.
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of **Sumatra and Havana**
AND
Packers of **Leaf Tobacco**
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

Young & Newman, *IMPORTERS of* Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. HAVANA *IMPORTERS OF* 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

Segar Store Suggestions.

HINTS FOR RETAILERS.

Perhaps no line of business supplies a more emphatic demonstration of the adage that there is "Room at the Top" than does the retail cigar trade. And where one will be found at the top fifty will be discovered dragging heavily up the hill and wondering why the summit is so hard to reach. Competition is increasing each year, and in very many localities it has reached a point where it seems absolutely impossible for another store to exist, and yet they do. There are increased numbers each year, some crowding into already well-filled fields and in some instances making a success of their venture. Taking the matter as it runs, probably relatively more old stores drop out of the race than new ones.

Not a few will assert that it is merely a matter of luck, but without any question luck plays very little part in the game. It is more a matter of pluck, shrewd management and seizing every available opportunity to attract attention and urge the purchase of goods. Perhaps in no case does this require absolute personal solicitation. More frequently it is done merely by suggestion. But this matter of suggestion is the whole kernel in the nut. Some dealers crack it early and get the meat. Some stumble upon methods of cracking it, while others struggle along all their lives without finding out how, and finally go out of business discouraged and disheartened because they have not beensuccessful. Bankruptcy records tell another chapter of the story. And yet there is no question that all could have made a reasonable success if they had adopted progressive measures.

In large cities and towns the cigar business depends largely upon the transient trade, though very naturally all shops have a few regular customers. They cannot, however, be depended upon for a living. It is upon those who pass the door and are attracted by something they see about the store to purchase more or less heavily. Location has a considerable influence upon this point, too. If the shop is near some place where men are likely to smoke, sales will be largely increased. But they can be added to anywhere.

More and more it is coming to be understood that an attractive exterior must accompany an attractive interior. The backwoods saloon style of cigar stores, with saw dust on the floor and cobwebs on the ceiling, will not do. Everything must be neat and clean. There must not be the least unpleasant suggestion, otherwise the new customer will go elsewhere next time. Everything must be arranged so that only pleasant impressions will be made upon the mind of the visitor. If it isn't, the trouble will begin next time he passes your door. That is to say, he will pass it next time. He will certainly not venture in again.

It is remarkable how few shops are up to this ideal. But it will be noted that all the really first class ones are. There is in them all an air of invitation, a request to call again, and the spotlessness of it all creates such a favorable impression upon the stranger that he will call again when in the vicinity.

Many tobacconists are pushing private brands. That doesn't always please a new customer. A good many have their prejudices all fixed before they enter a shop. They know what they have been smoking, and they will generally try to get duplicates of the same brand if possible. It is always wiser to let a strange buyer ask for his cigar. If he says give me a good cigar for a certain price, then you can offer one of your private brands which sell at that price. Otherwise it is extremely unwise to urge upon him something with which he is unfamiliar and which he may think he doesn't want. It doesn't matter whether he is right or wrong. It is merely a question of so impressing this transient that he will return again.

Staple brands, especially the heavily advertised ones, have a public demand which has arisen through acquaintance. If these brands are wanted in Chicago they will be wanted in New York. Do not forget this, and offer your possible customer something which he doesn't know when he asks for something he does know. You are no mind reader and you cannot understand all his prejudices, his likes and dislikes.

Furthermore, prominence given to staple brands draws trade more easily to the store. The buying public know the brands offered, and

SUPERIOR GRADES of
Sumatra, Havana and Domestic TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF **LEAF TOBACCO**
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar

103 North 2d St. Philada.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

BECKER'S **TABERNERO** Factory, 1215 N. 9th St. **5c.**

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts, **Sixth & Race Sts.** Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE AND **Three Black Kids**

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.

Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.

PHILADELPHIA.

Factory, 1235--37 Filbert Street,

is open to inspection at all times. Take elevator.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Grascati.

they are willing to pay the price. If you offer a private brand you offer an unknown quantity and most buyers are foolish enough to think they know what they want. Give them what they ask for, and offer them one of your private brands to try. If they like it they will come back for more, and if they do not like it this method precludes any possibility of misunderstanding. A complimentary cigar may be unusually poor. There is no law of society to compel him to smoke it. but neither is there any known social law which would vindicate his leaving a cigar store because he didn't like the brand. A gift is different from a purchase, and to that extent you will do well to cultivate your transient customers.

A good many dealers seem never to think of the appearance of goods. Did you ever notice in many show cases how the cigars are mixed. Some of the boxes are broken open. Others have the labels torn and others have the flap torn and the bits scattered all around the case. Some covers of the boxes partially cover the display boxes, and there are a whole lot of other offenses. You can see them everywhere. And yet, there is no use in it. A clerk can keep his show cases looking well just as easy as he can leave them in this slovenly way. It comes back to a proposition of work and the exercise of a little care. It might interest you to look at your own case and see how far you have transgressed in this respect.

Do not fall into the old slipshod methods of doing business. Because it was possible to conduct a profitable business under such circumstances when your grandfather kept a little cigar and tobacco store is no precedent for your work. You should be as modern and as up to date as you can be, otherwise a more modern competitor will take your business away from you. This has been done over and over again, and it will probably be done very many times more, but it is unnecessary in most instances. It may not be the fault of the proprietor of an established business in the others.

Nothing attracts more people than a bulletin, and it isn't very difficult to prepare one. A few sheets of paper, a board that will stand erect, and a crayon will complete the outfit, unless one adds a few tacks and a hammer. Now write anything of commanding importance on this bulletin and keep it always in sight. The men who stop to read the bulletin will remain to purchase cigars, maybe. Possibly not the first time, but if you keep at it you will win. Therefore, establish a bulletin service immediately, and keep it up persistently. A telegraph or telephone operator will almost always give tips for cigars, and the news tips are worth more to you than cigars, because they will surely help you sell more goods.

Little Lives of the Great.

WILLIAM H. BUTLER

Famous as the organizer of coups.

Famous as a believer in the virtues of printer's ink—the colored varieties preferred.

But most famous as the only manufacturer of paper wrapped cigarettes who has ever advertised his brands under the sensible headline:

Pure Tobacco Never Harmed Anyone.

GEORGE STORM

The Diocletian of cigar manufacturers, for did he not doff the imperial purple to become a farmer?

And, happy, too, as Diocletian was happy in the good rural way. But, note where the resemblance to the Roman emperor ends: Diocletian raised cabbages, and Mr. Storm grows tobacco.

He also grows eloquent at times. For instance, his speech against Reciprocity with Cuba delivered before the Ways and Means Committee of the House of Representatives at Washington, wasn't that eloquence? Listen! Here is one of the things he said: "Under the belief that the protection under which this Government has grown great and prosperous in all its industries applied also to tobacco, a number of people invested millions of dollars and years of anxious toil in Florida and Georgia in producing a tobacco that would in some measure fill the requirements of the trade here. They have worked down there for years and years and at last they have discovered (if it may be so designated) a new method of raising tobacco which promises to yield them some measure of return for their enormous outlay and great labor. At the inception of this thing the United States comes along, and, in its kindness for these poor Cubans, proposes to throttle this industry at once. So far as I represent the tobacco industry, we protest against that course."

That was not only eloquent, it was imperial; and it will most likely win.

HARRY ROSENBAUM

The only one of a famous Push that has ever quit the trade.

On and after March 1 Harry Rosenbaum, born and brought up in the cigar leaf business, becomes a blooming banker, and he has already given notice that his first name from and after that date will be Henry, and not Harry.

R. B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

A. Z. VOORBURGWAL 227 Amsterdam. Holland. **Office, 183 Water St.** NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

FEBRUARY 19, 1902.

If the Import Stamp is Abolished.

The possibility that the import stamp on boxes of cigars coming to the United States from Cuba will be abolished by the bill providing for reciprocity suggests several interesting questions.

It must not be forgotten that the American fondness for fresh cigars owes its origin to the import stamp, because upon every such stamp is written the date of the arrival of the steamer bringing the cigars over, so that the smoker has been able to tell by glancing at the box exactly how fresh the cigars in the box are.

Now, it is obvious that if the import stamp is abolished this simple means of guessing the age of the cigars will no longer be at the service of the consumer. It is true that the Manufacturers' Union of Havana will still have its own stamp to attest the place of origin of the cigars, but at present this stamp is undated. Perhaps the Havana manufacturers of the future will have no better means of notifying the public of the date of shipment of their cigars from Havana than that which is employed by curtain manufacturers of chutney of Bombay. The chutney people wrap every bottle of their famous relish in a half sheet of some Bombay newspaper, printed in the English language, taking care to utilize the top half sheet on which the date of publication appears. If Indian chutney were consumed in the United States in greater quantities than is at present the case, the circulation of certain Bombay newspapers would no doubt greatly increase.

Will the cigar manufacturers of Havana ponder this hint? The import stamp with its date gone, it might be replaced by wrapping each box of cigars in a sheet say of "La Lucha" or the "Diaria de la Marina" or of any other Havana newspaper. That wouldn't be such a bad way, after all, would it?

But, of course, the most interesting question that will be solved by the abolition of the import stamp has to do with the domestic clear Havana cigars. Manufacturers say that the import stamp has been the best, the most potent advertisement which cigars made in Havana could possibly have, because it enables the man who otherwise would be utterly at fault in distinguishing good cigars from indifferent ones to boast that he has invested his money in an imported, i. e., a good cigar. If there were no import stamp to aid him this man would learn, or at least he might hope to learn, to cultivate a proper taste in cigars, and that would be an excellent thing for himself as well as for the cigar manufacturers of the United States.

War Revenue Rebates.

At last a bill has been reported for the provision of an appropriation to pay the war revenue rebates, by a committee appointed for the purpose, and to the terms of which no opposition has so far arisen.

This will cover rebates on stocks of goods in the line of manufactured tobacco or cigar products on hand or in transit when the act of Congress reducing the war revenue tax went into effect last July, as were filed by the inventories before September 1, 1901.

It was anticipated that possibly considerable time would elapse before any definite action was taken in the matter. While the delay may not have been as long as some may have expected, there is no apparent reason why the measure should not be taken up forthwith and brought to a satisfactory conclusion. There are ample funds in the treasury, and the trade is displaying much patience in taking things so philosophically.

THE New York City Department of Buildings proposes to have an ordinance framed levying a tax on posters and similar wall advertisements. This is now done in some European cities and in England, and it adds a tidy sum to the municipal revenues. It is also argued that it enables the city to regulate the character of the advertisements. In London, it is said, it has reduced the number of offensive signs. In Buffalo, N. Y., an ordinance has been passed regulating the size, and the action was upheld by the courts, which decided that many such signs were offensive, and that the ordinances regulating the same were justified.

IT is reported that the American Cigar Co. will put up a large packing house, with a capacity of 20,000 bales of tobacco, in the province of Pinar del Rio, Cuba.

The States from the Cigar Man's Point of View.

XXI.

MICHIGAN.

Michigan, from every point of view, is a state after the cigar man's own heart. Michigan is interesting from a historical view because cigars were manufactured in a commercial way in Detroit as early as 1859, the pioneer manufacturer being Sigmund Rothschild, head of the present well-known leaf firm of Rothschild & Bro., of New York and Detroit. Mr. Rothschild went to Detroit from Syracuse, N. Y., where he had previously been in business as a cigar manufacturer with A. Hirschman, who removed to Binghamton, N. Y., at about the same time. Mr. Rothschild was not only Detroit's pioneer cigar manufacturer—he was also the good friend and patron of a number of young men whom he induced to enter the business and whom he assisted in many ways during their early struggles.

Michigan is prosperous in so many wholesome ways. Her people are such good Americans. Her cities, and particularly Detroit, are such pleasant places to live in, and have such excellent newspapers, such good theatres, such fine schools that it would be little short of marvelous if the state were not one of the very greatest consumers of cigars in the whole Union. The record shows that Michigan has been not only a great consumer of cigars for over half a century, but that the development of her cigar jobbing, cigar manufacturing and cigar retailing interests has kept steady pace with the development and evolution of all her other resources.

Detroit, considering the size of the city, is the largest cigar manufacturing centre in the United States. Located in Detroit is one concern, the Brown Bros. Co., now a branch of the American Cigar Co., whose annual output from under one roof is as large as that of the largest anywhere, and a number of others which also take rank with the very large. They understand cigar leaf tobaccos in Detroit, the buyers for the factories being men of first-class intelligence and of long experience, and the factory superintendents being men genuinely devoted to their business of turning out the best cigars possible. There is plenty of skilled labor at the command of the manufacturers, largely for the reason that Detroit is one of the handsomest of American cities as well as one of the healthiest.

The cigar jobbers of Detroit supply not only the trade of Michigan but also have their share of that of Kansas, Nebraska, Iowa, Missouri, Texas, and other states, as well as that of Buffalo and Cleveland, and even Chicago. Their patronage is contended for by the largest manufacturers of New York, Philadelphia, Tampa and Key West.

The retailers of Michigan are a very prosperous and contented set of tradesmen. It is said by one who professes to be familiar with the cigar business in Detroit that the retailers of that city sell more cigars and fewer cigarettes than do the retailers of any other city in the country, and after all it is in the cigar that the profit to the retailer lies.

All grades of cigars are consumed in Michigan, from cheroots up to the finest sizes of the imported article. A fact which speaks eloquently of the demand for fine cigars in Detroit is the recent opening of two retail stores there by the Waldorf Astoria Segar Company, of New York city. If the smokers of Detroit were niggardly this company, which handles fine goods exclusively, would not have felt encouraged to take this step.

But nobody in Michigan is niggardly. The cigar smokers of Michigan are connoisseurs to a man; the manufacturers, the jobbers and the retailers are honest and painstaking, and those two traits of their character explain the success which delights to attend upon them.

Cigar leaf salesmen assigned to Michigan agree in saying that a trip to Detroit is always productive of gratifying results, not merely in the sense that there is always a market in Detroit for their merchandise, but also because of the whole-souled hospitality of the people with whom their errand to the city brings them in contact.

Almost every large leaf importing and packing house in the United States keeps in constant touch with the trade in Michigan and, besides, Detroit has several leaf houses of the first magnitude of its own.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

FOR SALE—A new brick Tobacco Warehouse, 123x50 feet, five stories, with basement; modern improvements. For particulars address Estate of Wm. Schoverling, New Milford, Conn. 2-12-3t

1,000 Cigar maker's stock checks for $2. Also all kinds of job printing. Send for samples. Jesse G. Mumma, West Earl, Lancaster Co., Pa. 2-12-2t

FOR SALE—Perfecto Cigar Bunching Machine. Wwill be sold cheap, for want of use. Address 1-22-4t. H. S. SOUDER, Souderton, Pa.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers. Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

THE TOBACCO WORLD

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY
TO SHOW SAMPLES
of
Our Exclusive Holdings of the Best Growths
of
VUELTA ABAJO
REMEDIOS
SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.

"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.

Havana,
Porto Rico,
Sumatra,
Domestic.

Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

A Grievance of Havana Experts.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Feb. 18, 1902.

Ever since the creation of the Board of U. S. General Appraisers in 1890 it has been the practice of the Board to summon members of the leaf trade of this city to testify before it in cases of disputed classification of Havana tobacco as experts. Sometimes, as in the famous Sartorius case in 1896 more than a score of such witnesses have been summoned and have been kept in attendance for several days at a stretch. Cases like that just mentioned are fortunately rare, but it is nevertheless a fact that cases before the Board requiring the attendance of members of the trade are very frequent. Some years they have averaged one case a week. Every subpoena contains the expressed threat that failure to attend may subject the offender to a fine of $100.

The expert witnesses thus summoned receive no fees and their time and knowledge are appropriated by the Board of General Appraisers just as a matter of course. This condition has long been a grievance and at length there is a chance that it will be righted. Congressman Wilson of the Fifth New York district, at the instance of Capt. M. E. Flaherty, one of the experts who has been most frequently summoned before the Board of U. S. General Appraisers, will present a bill in the House of Representatives at an early date, providing that these experts shall receive a fee of $100 for each case in which they testify. This rate of compensation is reasonable, all things considered.

***

The feature of the leaf market, for the week ended February 15, was the large quantity of Onondaga and Big Flats binder leaf disposed of. Of the former type one large house is said to have disposed of over 3,000 cases and the aggregate of the Big Flats sold will foot up even more.

Reports brought to New York by packers who have recently visited Wisconsin are to the effect that the 1901 crop of tobacco raised in Wisconsin is going to turn out very poorly. There was too much drought in Wisconsin during the growing season and the tobacco is showing the effects of that condition.

Reports concerning the 1901 Ohios are also discouraging.

Both of which statements recall a story. Many years ago in a famous "damaged" tobacco lawsuit in Baltimore one of the witnesses was a gentleman who had been packing cigar leaf tobacco for over forty years. In the course of his cross-examination he was asked to tell the difference between good tobacco and poor tobacco. He puzzled everybody by answering: "About six weeks." Being pressed to explain himself he said that he had frequently known tobacco to be pronounced good which six weeks before had been condemned as poor, and vice versa. The moral of this story is that there is always good tobacco to be had, no matter what the gossips may say.

The demand for Sumatra last week was what may be called fair to middling.

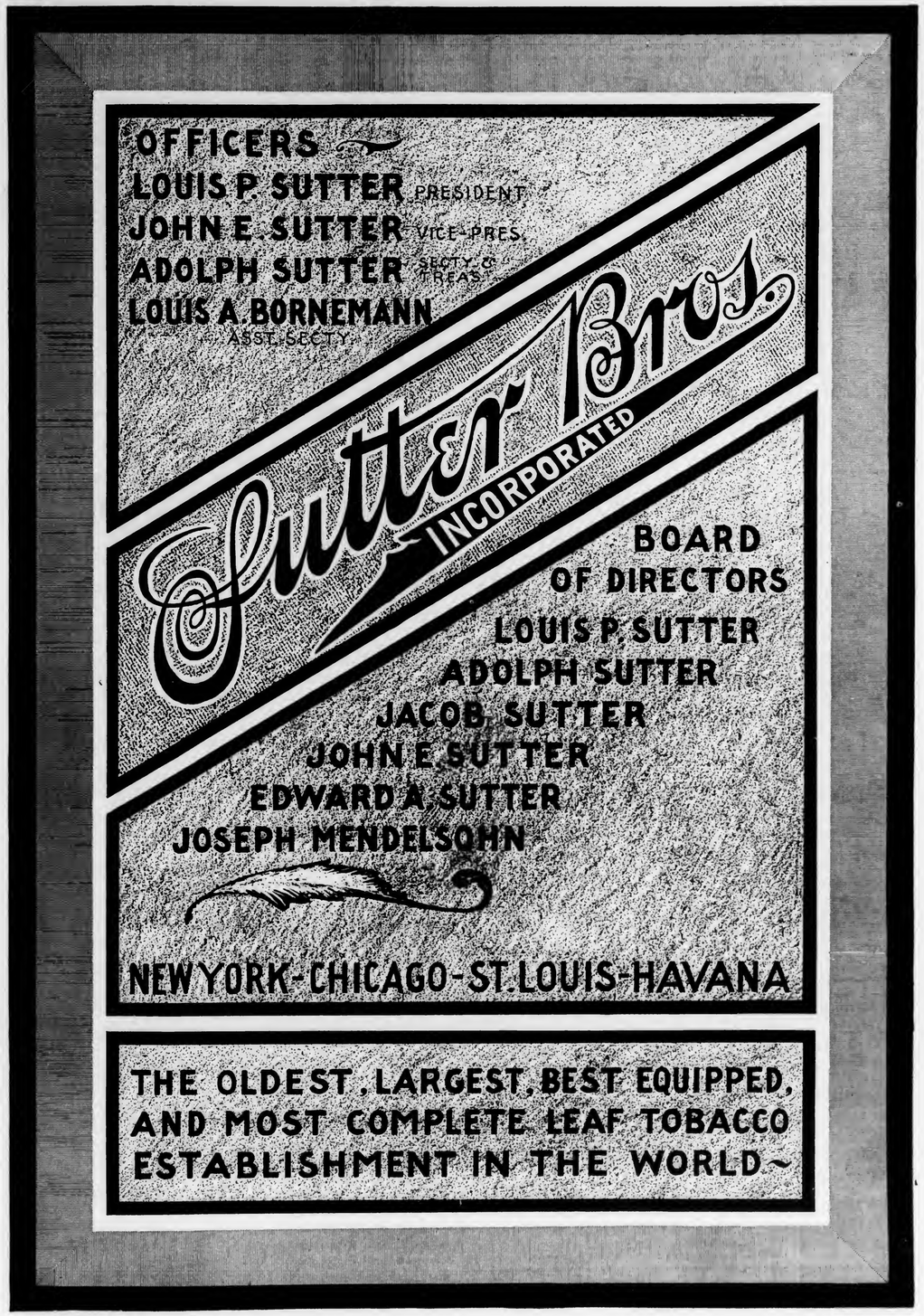
The Havana men had a satisfactory week even though large transactions in leaf appear to be suspended until Congress shall have disposed of the Cuban reciprocity matter.

***

Sam Stern, of the Kerbs, Wertheim & Schiffer branch of the United Cigar Manufacturers, who succeeds Harry Luce as collector from the cigar manufacturing trade for the Hospital Saturday and Sunday Fund, reports the following contributions: Kerbs, Wertheim & Schiffer, $100; Hirschhorn, Mack & Co., $100; M. W. Mendel & Bro., $100; American Lithographic Co., $100; George Schlegel, $25; Schier & Walter, $25; Heyman Bros. & Lowenstein, $25; Bondy & Lederer, $25; Carl Upmann, $20; W. Steiner, Sons & Co., $10; H. W. Erichs, $10; Morris Jacoby & Co, $10; Rosenthal Bros., $10; Nic Althaus, $10; Morris Birns, $5; Theo. Werner & Co, $5; E. M. Schwarz & Co., $5; Schwartzkopf & Rueckert, $5; New York Cigar Box Co., $5; Empire Ornamental Glass Co., $5; M. Foster & Co., $5. These collections will be added to by others still to be solicited.

***

M. Stachelberg & Co., through Wise & Lichtenstein, have brought suit against M. J. Lopez & Co. for alleged infringement of their copyrighted back strip. On every box of the plaintiffs' "La Fama Universal" brand appears a back strip containing the words "M. Stachelberg & Co's Clear Havana Cigars" on a blue ground. When the lid of the box is turned back these words serve to identify the brand to a purchaser. M. J. Lopez & Co. also attach a back strip to one of their brands which contains the words "M. J. Lopez & Co's Clear Havana Cigars" on a back ground of a deep blue. It is contended by the plaintiffs that this is an infringement, and accordingly they have brought suit against M. J. Lopez &



E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

M. FRANKS' SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Unique Creaseless Case Hardened Vertical Top
CIGAR MOLDS
Are guaranteed to outlast all others
Ask for our New Catalogue, No. 5,
Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702-1712 W. Locust St. DAVENPORT, IA., U. S. A.

TWO DOLLARS will pay for The Tobacco World for an Entire Year. It's good to take.

Co., whose firm name also begins with an M, in the New York Supreme Court.

***

Walter Schiffer, Secretary of the United Cigar Manufacturers, sailed with his family on the "Fuerst Bismarck" on February 11 for a three months' vacation in Europe. It is purely a pleasure trip.

***

B. H. Manus, Jr., the young Amsterdamer who has been making a tour of the United States, sailed for home on the "Kaiser Wilhelm der Grosse" to day.

***

I. Liberman, of the Liberman Manufacturing Co., of Philadelphia, was a caller on a number of his customers in this city, last week.

***

Lewis Cantor, of Leonard Friedman & Co. and Adolph Sutter, Secretary and Treasurer of Sutter Bros., Inc., returned from Havana on the "Seguranca" on February 14.

***

John J. O'Brien, representing J. W. Upson, of Baldwinsville, N. Y., has been calling on the New York cigar manufacturing trade.

***

An influx of Manila cigars recently arrived, and arriving by each steamer at San Francisco, is impending. At last accounts there were 600,000 Manila cigars in San Francisco which have paid and will pay no duty. According to John Couch, Deputy Collector of Customs at the Port of New York, these cigars and all others arriving from Manila until the status of the Philippines is declared by Congress, are entitled to free entry at San Francisco, or any other port, under the decision of the U.S. Supreme Court in the so-called "Fourteen Diamond Rings Case." Philippine tobacco and cigarettes may also come in free. Cigars and cigarettes from Manila will, of course, have to pay the internal revenue duty and may be stamped in the Custom House of the port of entry just as is the case with cigars from Porto Rico, which are either stamped at the Custom Houses or in Porto Rico. Boxes of Porto Rican cigars are stamped P. R., to further identify them, and this will probably continue to be done until Porto Rico gets its own internal revenue collector or is attached to the Florida district. How boxes of cigars coming from Manila are to be identified has not yet been made clear. A not inappropriate device would be a stencilled outline of Governor General Taft's pulchritudinous countenance.

***

At a special meeting of the Board of Directors of the American Cigar Co., last week, Hon. George J. Smith resigned the office of Treasurer. The vacancy was at once filled by the election to the Treasurership of Benjamin Homan. The regular annual meeting of the Board is to be held on March 1, when the First Vice-Presidency, recently made vacant by the resignation of Mr. Luce, will be filled.

***

The Continental Tobacco Company has bought out the F. F. Adams Tobacco Co., of Milwaukee, Wis.

***

C. C. Hamilton & Co. have secured the premises at 138 and 138½ Water street, and will utilize the same as bonded warehouses. The firm's representative in the Miami Valley in Ohio will be D. M. Heeder, whose headquarters will be in Dayton.

***

The first mail received by the United Cigar Manufacturers yesterday morning brought orders for just 1,086,000 cigars.

***

Charles Meissner, junior to M. E. Flaherty, left on February 14 for a vacation trip to Florida winter resorts. On his way back he will call on the trade of New Orleans and other Southern cities.

***

During 1901, A. Pazos & Co. imported over 5,000 bales of Havana tobacco, of which about 1,100 bales were consigned directly to customers. Don Avelino Pazos has the records in his office and is proud of them because they are the nicks which show the growth and development of his firm's business.

***

The adage which has it that "figures don't lie" must be taken with a qualification at least as to the figures in the yearly report of the Commissioner of Internal Revenue on the consumption of paper wrapped cigarettes. These figures from year to year show a notable

[Concluded on p. 23]

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
WE MAKE STRICTLY STANDARD QUALITY GOODS.
A Sample Order Will Convince You. Try It.

HAVANA SEGARROS.

Attractive Goods Manufactured by Charles Jacobs & Co., of New York.

The attention of retail cigar dealers is courteously directed to the advertisement of Charles Jacobs & Co., of 353 and 355 East Seventy-Eighth street, New York, displaying a picture of an open box of one style of this well-known firm's Havana Segarros. The firm calls these segarros a trade maker, and many retailers throughout the United States agree that this is a proper designation.

Charles Jacobs & Co. insist that of its kind this brand is the best the market affords. They are 3¾ inches long, and are positively hand made. The style exhibited in the advertisement is packed in tin foil, in packages of ten, and is effective and stylish in appearance. The price is $18 per 1,000.

The firm gives a special discount on case lots.

Another style of the firm's Havana cigars sells at $20 per 1,000. These retail at three for a dime and are quick sellers.

These segarros afford the retailer the same margin of profit as a 10-cent cigar, and a better margin than a nickel cigar at $32. These goods do not injure the sale of higher grade goods. They are considered a very fine small smoke, especially acceptable to smokers of clear Havana cigars during those frequent intervals of the day and evening when there is not time to indulge in a large cigar.

To enable retailers to stimulate trade Charles Jacobs & Co. supply pocket cases to be given with the Havana Segarros. Each case holds six segarros. A genuine black morocco case goes with the segarros selling three for a dime and a neat red leather case with those which retail 10 for 25 cents.

Charles Jacobs & Co. will be pleased to submit samples, and they solicit the correspondence of the retail trade.

HAVE you seen The Tobacco World's Trade Directory and Reference Book? By mail, for $1.10.

The Sar-Alvarez Cigar Co. Fails.

The Sar-Alvarez Cigar Co., manufacturers of cigars at 1327 Avenue A, N Y., made an assignment on Feb. 14 to Leopold B. Pollak, a lawyer. The deed was signed by Pietro F. Pipitone, the Vice President, and C. Earle Miller, Secretary. The company is a New Jersey corporation, incorporated in June, 1899, with a capital stock of $50,000, which was increased in November, 1901, to $150,000

The business was started in Philadelphia with a factory at Key West. The factory in New York was opened last November. Assignee Pollak says that the assignment was caused by a series of misfortunes. The liabilities are between $60,000 and $70,000 and the actual assets are between $15,000 and $20,000.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Feb. 18, 1902.

The past week has been a rather dull one so far as sales in old goods are concerned, but the buying of the new crop is progressing, purchases have been made at 7 and 1, 9 and 2, and several at 10 and 3. The deliveries at the local warehouses on Friday last were the heaviest of the season.

A note suit before Judge Landis which was brought by S. U. Eichenberg against Wayne H. Cooper, formerly a cigar manufacturer at Talmage, resulted in a verdict in favor of the defendant.

The annual meeting of the Lancaster County Tobacco Growers Society was held at the Grand Army Hall on Monday afternoon. Officers were elected for the ensuing year as follows: President, B. Ezra Herr, West Lampeter; Vice President, P. M. Greider, Mt. Joy; Secretary and Treasurer, D. A. Hollenbaugh, Marietta.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Weigman Bros., Rabinovitch & Co. L'm'd.
IMPORTERS AND MANUFACTURERS OF
Russian and Turkish *Tobacco & Cigarettes*
OF THE FOLLOWING BRANDS
TRADE MARK *Medjidie, Ruble, Shah, Etc.,*
517 SOUTH FOURTH STREET, PHILADELPHIA, PA

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of AND *Seed Leaf Tobacco*
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Philadelphia Tobacco Pencilings.

A somewhat moderate blizzard set in here on Sunday night, which had a rather disastrous effect upon business during Monday. All people who could possibly do so remained at their homes, and business was temporarily stagnated. The bright weather of Tuesday, however, brought a more cheerful aspect, and conditions soon became nearly normal. During last week business among manufacturers and dealers showed an improved condition, which was a source of satisfaction to all.

T. J. Dunn & Co. are having a very satisfactory month so far, and some good orders have been lately received from Henry Heymann, the head of the house, who has been traveling through the west, as well as from Gurson J. Heymann, who has been on the road. Henry Heymann returns this week.

At the office of Morris D. Neumann & Co. a good business is also reported. Mr. Neumann is still on his western trip, and has so far found conditions quite satisfactory.

The cheroot products of Richard Bond & Co., of Baltimore, are gaining considerable favor in this city, according to the reports made to the Paragrapher by one of the firm's representatives this week. One deal, involving 1,000,000 of one brand, is now being consummated.

Kraus & Co., of Baltimore, are also expanding their operations on the "Cuban Splits," which are being placed with a large number of the dealers here.

B. Lipschutz, the enterprising cigar manufacturer at 44 North Twelfth street, is now conducting one of the neatest and best appointed moderate sized establishments in this city. His goods are made exclusively in Philadelphia, and are increasing in popular favor at a very rapid rate.

Henry Lichtenstein, President of the Lichtenstein, Cerruti Co., of San Francisco, Cal., was in this city on Saturday last and in company with a representative of The Tobacco World, visited the wholesale cigar and tobacco house of H. D. Narrigan & Co., the cigar manufacturing firm of Otto Eisenlohr & Bros., and the fine retail establishment of M. J. Dalton, by all of whom he was received with much cordiality. Mr. Lichtenstein expressed himself as highly pleased with the enterprising spirit displayed by Philadelphia establishments, and states that upon his return home he may be able to inaugurate some innovations in the Pacific Coast metropolis. He proceeded from this city to New York, where he will spend a week, making his headquarters with D. M. Frank & Co., whose line of clear Havana goods Mr. Lichtenstein's firm has been handling for seven years past, and upon his return will visit Pittsburg, Chicago, Minneapolis, St. Paul and possibly other points. During his trip east he covered Texas, New Orleans, Cincinnati and Washington, having spent about four weeks on his way to the East.

C. W. Salomon, of the Porto Rico Leaf Tobacco Co., of New York city, was a visitor here during the past week, and was introducing a new line of Porto Rico goods imported by his house. He booked several substantial orders while here.

The "Saturnette" and other Turkish cigarettes of the Neil-McCoull Co., of New York, are being successfully introduced in this city, and several missionary workers are to be put on at once.

Otto Eisenlohr & Bros. now contemplate new and rather extensive interior alterations to their establishment at 940 Market street, by which they hope to improve the appearance of the first or office floor of the establishment, as well as to give them at the same time additional room which they say is much needed.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., has had an encouraging western business trip. A good sale was found to exist on their "Statesman" brand, particularly in Minneapolis where they are being distributed by Winston, Harper, Fisher Co.

In recognition of the energetic and meritorious work of H. C. Knapp, formerly cigar department manager with Huey & Christ, he has been promoted to full charge of another department of the firm's business. The cigar department has now been placed in charge of John F. Adamson.

The Fidelity Trust Co., trustee of the John Peterson estate, secured a verdict of $281,690.50 against M. H. Lichten, recently a manufacturer and dealer at 710 Chestnut street, this city. The action came out of the purchase by Mr. Lichten, March 13, 1901, at auction, of the property at the northwest corner of Eighth and Arch streets, for $278,000, upon which he paid $5,000 to bind the bargain. Having failed to pay the balance within the required 15 days, on August 12 deeds were executed and the property conveyed to him, and soon afterwards suit was instituted by the trust company.

In his defense Mr. Lichten claimed that he had received an inch less land than he was entitled to in the transaction, the frontage being only 39 feet, instead of 39 feet 6 inches, as advertised.

As the property is in the centre of the district occupied by the local shopping trade, Mr. Lichten stated that the price of the land thereabouts is based on its frontage, and that he never would have made the offer of $278,000 had he known that the one inch strip was not to be a part of the frontage.

The plaintiff, however, claimed that Mr. Lichten got all the land he was entitled to, and knew perfectly well what frontage he was buying. The verdict comprises the balance of the purchase price, with legal interest from August 2, 1901.

A. Boyd Wilson, the veteran representative of Vetterlein Bros., this city, started on an extended Western tour, having recently returned from a highly satisfactory trip through the East.

John J. Bagley & Co., tobacco manufacturers, of Detroit, Mich., are sending samples of their "Kleeko" hash cut smoking tobacco, among the smokers in this city, whose names are gathered from local dealers. This work is being done by the firm's New York office.

Mr. Fisher, representating Gonzales, Mora & Co., of Key West and Chicago, was a visitor here this week, in company with Phil. Verplank, local representative in this city of their "La Sinceridad."

Tom. Murphy, the genial manager of the Ventura Blanco establishment, is in receipt of a communication from Mr. Blanco, which informs him that Mr. B. will sail from Havana for home on the 27th inst., after having laid in a goodly supply of Havana leaf, of which about 139 bales have been already shipped here.

M. J. Dalton has received his first shipment of Porto Rico cigars, which are being made under the brand of "Las Tres Escudos," and which will be sold at five cents. The goods are being manufactured for Mr. Dalton by the Compania Industrial de Puerto Rico.

Thieves entered the cigar factory of the P. H. Fratz Co., 331 Arch street, on Saturday night, and carried off 2,600 cigars, valued at $144. On the same night the factory of Edward Beyer, Second and Arch streets, was entered and despoiled of 1,000 unstamped cigars in boxes.

H. B. McBurney, with F. Garcia & Bros., Mr. Baum, with Schinasi Bros., Ben Strauss, of Bustillo Bros. & Diaz, all of New York city, and H. F. Cressman, of Sellersville, Pa., were in this city during the past week.

IN THE LEAF CIRCLES.

What promised to be a more or less active week in local leaf circles was somewhat injured by the snow storm of Monday last. Inquiries, more numerous than for some time past, were beginning to arrive and some good business was anticipated for Monday. The extremely unpleasant weather, however, prevented visitors from coming here and those who were here were incapacitated from doing any work.

Leopold Loeb, of Leopold Loeb & Co., is making preparations to leave for Amsterdam on April 8. He will be accompanied by George Spotz and John N. Kolb, of the Theobald & Oppenheimer Co., and Linn Gresh, of W. K. Gresh & Sons, Norristown, Pa.

Geo. W. Newman, of Young & Newman, started upon a western trip on Thursday last. He was somewhat delayed by the absence of Mr. Young, of the same firm, who was on a business trip to Dayton, O.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

E. E. KAHLER,
328 to 332 Buttonwood Street, READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

Shall we tell you more than to say
"We Make Cigars of Quality."

Flor de Castillo 15c
Chief Rabban, *Wyoming Elk*, *Flor de Rehan* } 10c
Lady Mar, *El Ortho*, *Measure for Measure*, *Russian Gypsy* } 5c

PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383--385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

SPECIAL NOTICE.

FOR SALE AT A BARGAIN—Leading Cigar and Toby Factory. Does a large jobbing trade; copyright bands; has ten employes. Reason for selling, ill health. Inquire of MARVIN BROS., 2-19-3t Tarentum, Pa.

Felix Eckerson, F. Eckerson & Co. left on Saturday last for Cuba on a tobacco purchasing expedition. He was accompanied by Mrs. Eckerson.

A carload of Wisconsin Havana seed binders, which were shipped to Geo. Burghard from Janesville, on January 10, have not yet arrived here. It is believed that they are tied up on the road somewhere east of Chicago, but the goods have not yet been definitely traced. The fact is causing Mr. Burghard some annoyance, in as much as a suitable portion of the goods might have been disposed of ere this had they arrived in due time.

Dohan & Taitt have engaged T. J. Daly to represent them in Baltimore, New York State and the East. Mr. Daly is now making his initial trip in the interest of his new house and is reported to be doing fairly well.

Among the visitors to the leaf trade this week were: Charles Lederman, of Joseph Lederman's Sons, and L. Meyers, of Joseph Meyers' Sons, both of New York city; Charles Dittmar, and James McDonnell, of the Baltimore Leaf Tobacco Co., both of Baltimore.

Put this in Your Scrap Book

If You Haven't One, Get One at Once, and The Tobacco World Will Help You Fill It.

According to the statement made before the Committee of Ways and Means at Washington by Senor De Abad, the civil engineer who made the plea for reciprocity on behalf of the tobacco growers and cigar manufacturers of Cuba, there are in Cuba, 15,831 tobacco plantations or farms, of which 12,773 are less in size than 8 acres each; 1,890 are from 8 to 16 acres; 660 are from 16 to 24 acres, and only 599 are over 24 acres.

In Pinar del Rio the average size of a tobacco plantation is 7.3 acres and in Santiago 1.7 acres. The total number of acres in tobacco in Cuba is 81,745, of which 21,200 acres are worked by the owners and 60,500 by renters.

D. E. SALOMON SERIOUSLY INJURED.

Fell Through an Elevator Shaft at Red Lion, Pa.

D. E. Salomon, a member of the leaf tobacco firm of W. Dittenhoefer & Co., 229 Arch street, Philadelphia, was seriously injured on Wednesday evening last, by falling through an elevator shaft at the cigar factory of John Shindler, at Red Lion, Pa., from the second floor to the basement, a distance of about twenty-three feet. Mr. Salomon had gone to the office of John Shindler in the evening to make settlement for some tobaccos sold him. Upon entering the building an elevator was on the floor even with the surface. Upon going out some employee had used the elevator to a higher floor, leaving the space open. It was rather dark and no guards were around the elevator shaft, and by a misstep he was plunged to the basement. His moans were heard by some one in the building and a messenger was immediately dispatched to the hotel where he was staying. Upon his way the messenger met Mr. Charles W. Salomon, a brother, and informed him of the occurrence, who proceeded with all possible haste to remove the injured man to the hotel, and a local physician was quickly summoned. When discovered blood was flowing freely from his ears and nostrils, and serious injuries were at once apprehended. Dr. J. N. Hyson made an examination and stated that no bones had been broken, but internal injuries were feared. C. W. Salomon immediately informed Mr. Dittenhoefer of the occurrence and he, accompanied by Dr. Lindaur of Philadelphia, proceeded to Red Lion early on Thursday morning, and removed the injured man to his home in Philadelphia, where a more thorough examination was made. It was again revealed that no bones were broken, and it was hoped his injuries were less serious than was at first supposed.

Pneumonia, however, developed on Friday last, and at this writing he is said to be in a critical state. Dr. Lindaur has given out the statement that unless some complication yet arises there is hope of his ultimate recovery. It is feared that an abscess may form, in which case blood poisoning would undoubtedly follow, and that in any event would mean certain death.

The offices of W. Dittenhoefer & Co. have been thronged during the early mornings for several days past by numerous friends of the wounded man to make inquiries about his present condition.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

PHILAD'A LEAF MARKET

Transactions in the local leaf market during the past week have not been so numerous, although inquiries are coming in with more frequency for some types of leaf. The inquiries which have arrived lately have been in some instances for goods which could not now be duplicated by our local dealers. A good demand has been experienced for Connecticut broad leaf, Pennsylvania broad leaf, and in fact all binder stock is in much demand.

The Havana market is doing fair, having been perhaps somewhat stimulated by the recent arrival of goods imported by local houses.

The Sumatra market is now experiencing the "in-between" season. Buyers evidently are holding aloof as much as possible, with a view to getting some knowledge of the new goods before laying in a special stock. Single bale lot sales seem to have been the rule during the past week.

It was announced recently that the American Snuff Co. had purchased the Stewart Snuff Co., of Clarksville, Tenn. Under date of February 9th the Nashville "American" states that this plant was seized by revenue officers upon alleged irregularities, in the use of government stamps, and that Sheriff Stafford is in charge of the plant, action having been taken on orders issued by Collector John E. McCall.

Harrison A. McCrary, formerly President of the McCrary-Dalton Cigar Co. of Kansas City, has filed suit against Henry Heyman and the Harry Dalton Cigar Co. for upwards of $40,000, alleging that at a reorganization of last September he was ousted as President, and that his name has since been used against his wishes and he now asks $5,000 damages for it. He further alleges that the profits were not properly distributed. Service has been secured on all the parties concerned.

THE TRADE IN READING.

READING, PA., Feb. 17, 1902

Business has been somewhat dull in this locality the past several weeks, although the factories are running on full time laying in a stock for the spring trade. Few large sales have been reported, the trade being pretty evenly divided. Most of the manufacturers predict a big boom about the middle of March, and many of them are now getting out new brands which will be ready for distribution in a short time. The presence of the American Cigar Company in their territory has not been felt in the least, and there has been no falling off in the sales of the Reading dealers, on account of the invasion of their goods

William H. Redcay filed a bond with Revenue Collector Cranston in $500 for a new cigar factory, which he opened at 7 North 9th street. He owns several registered brands for cigars, which he will manufacture for the local trade.

John J. Ruth who conducted a cigar store at 905 Bingaman street, retired from that business, and has purchased a large dairy at Millmont.

E. E. Kahler, manufacturer at Rose and Buttonwood streets, reports the trade outlook as being very bright. He expects a large increase in his output this year, and is having a big sale of his new cigar, which he named in honor of artist Ben Austrian.

The frequenters of J. Luther Goodhart's cigar store, 625 Penn street, held their annual banquet at the Nonpareil restaurant. There were about twenty-five customers present. Frank Boyer was the toastmaster. Mr. Goodhart annually gives a banquet to his friends.

Storm Miller sold the good will, stock and fixtures of his cigar store at 510 Penn street, to Edward S. Kerper, formerly connected with the Prizer-Painter Stove Works. The new proprietor has already taken possession. Mr. Miller conducted the store for almost eight

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. R. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

years. He has not decided definitely what he will next engage in. Mr Kerper will make a number of alterations in his new business place.

Cigar manufacturer John J. Roth put a new nickel brand on the market last week, called the "Perkiomen."

John A. Stetzel has filed a bond with Collector F. W. Cranston, for a cigar factory at 213 North 10th street, Allentown. This is the third new factory to be opened in this district during the present month.

F. Warren Noll and Howard Longacre, two well-known young men of this city, have formed a partnership under the firm name of Noll & Longacre, and have opened a barber shop and cigar store at 801 Franklin street. They keep a full line of all the leading cigars and tobaccos.

Charles B. Dengler, cigar manufacturer at Dengler P. O., below Reading, will take charge of the Glen Hotel at Klapperthal, on April 1st. He will, however, continue to manufacture cigars, and will employ a competent man to take charge of the factory. He makes a specialty of "My Boy," a nickel brand.

Mrs. L. M. Donnahower, 11th and Spring streets, is perhaps the only lady cigar manufacturer in Reading, and is meeting with great success. She has conducted the business ever since the death of her husband, which occured about three years ago. She makes a specialty of the "S. of V." nickel brand, and is very busy. Her son James has charge of the outside trade.

POMPEY.

News from Trade Centers

BADGER STATE NOTES.

The high prices demanded by Wisconsin tobacco growers for their crops has driven several dealers into other cigar leaf states for operations in last season's crop. They say they are buying better tobacco for less money even in New England, whose tobacco generally brings double the price paid for Wisconsin leaf. The firm of Conway Bros. & Co. have now ten carloads of bundle tobacco in transit, which was purchased in the Connecticut valley at less figures than they could obtain picked crops of Wisconsin leaf. This tobacco will be assorted and packed in Edgerton and handled with the same care that is usually adopted in the East. Buyers, however, are displaying more activity in the local field.

A large transaction in old leaf has taken place during the week, in which Echhart & Co. sold 800 cases of Vernon county 1900 leaf to the firm of L. Bamberger & Co., Philadelphia.

M. H. Soverhill of Janesville had an experience that is probably the most unique in the history of Wisconsin. He is probably the first grower and packer in this state. The first crop of tobacco he ever raised he sold to Jacob Friedman, the pioneer leaf dealer of Chicago, in 1859. Last week he sold a lot of the 1900 crop to the son, Henry C. Friedman. There is a lapse of nearly half a century between the deals of sire and son.

CHICAGO.

James Woods has taken the business of Glaspell & Woods, and will resume business in the premises previously occupied by his firm which have been placed in thorough repair.

E. A. Klein, of E. A. Klein & Co., New York, spent several days in Chicago, enroute to the east from the Pacific Coast. He was accompanied by the firm's representative, Max Shatz.

J. S. Kimmelstiel, lately with the American Cigar Co., has accepted the account of M. Stachelberg & Co., of New York. This arrangement was entered into last week, when Edgar J. Stachelberg visited this city, which visit resulted also in the consummation of a deal whereby the Best & Russell Co. will handle a full line of the Stachelberg products.

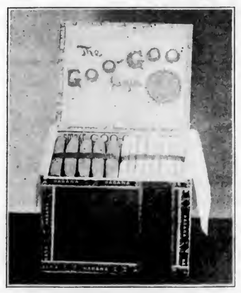
A fire escape gang has been again at work, and effected an entrance in the establishments of Eisendrath Bros., cigar manufacturers at 86 Michigan avenue, and The Hamburger Company, liquor and cigar dealers, but gained little booty.

CLEVELAND.

Nothing definite has yet been done in the matter of M. Glucksman, who has made an offer of 50 cents on the dollar, since the peti-

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY COLONEL" Twist—10's.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price-Lists on Application.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.



This is the Cigar that will help you out in 1902.
A 3-cent Cigar of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.

"Cherry Diamond"
Havana Cigars.
MATCHLESS IN QUALITY & MAKE.
McCoy & Co., New York.

M. SILVERTHAU & CO.
Manufacturers of
High Grade CIGARS
98th St. and First Ave.
NEW YORK.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

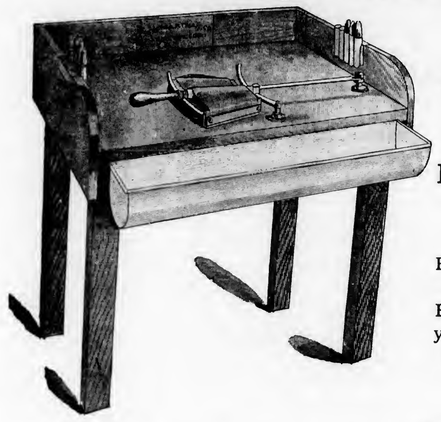
F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

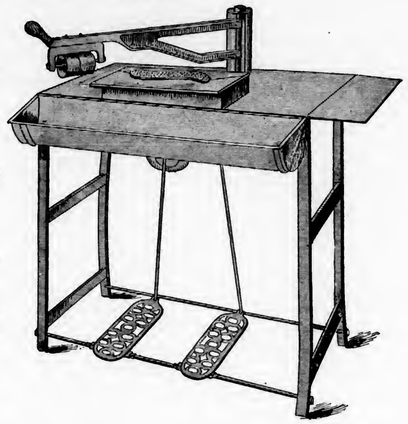
SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge

Send for Particulars. Free Instruction to Purchasers. Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

tion in involuntary bankruptcy was filled against him by two Cleveland and one New York creditor, although it is stated that some of the creditors are inclined to accept his offer.

M. E. Jaster, a retail dealer at 141 Superior street, has made an assignment to H. H. Hammond. Estimated liabilities are about $6,000 and assets $1,500.

A. F. Griese, Jr., has discontinued business, after arranging a satisfactory settlement with his creditors. He had been in the retail business but a short time.

HAVANA, CUBA.

It has been learned from reliable sources that the prices paid by the American Cigar Co. for the Cubanas Cigar Factory, recently purchased by them, was about $1,500,000.

Gen. Emilio Nunez, of the Loeb-Nunez Havana Co., is now in the States. He will return in about two weeks. Joseph Mendelsohn, of Sutter Bros., Simon Batt, of Simon Batt & Co , Sol. Hamburger, of Hamburger Bros. & Co., and Edward Arendt, of Edward Arendt & Son, all of New York, are now here.

KEY WEST.

All factories here are running quite steadily, and January was a very satisfactory month with nearly all of them. The American Cigar Company's factories are specially active.

MILWAUKEE.

The statement made recently that many manufacturers in the West were fairly busy, seems to be somewhat doubted, but reference can be readily made to the fact that some good sized orders have been secured here by leaf men, mostly eastern representatives.

E. E. Hershey, representing Leonard Friedman & Co , of New York, has been visiting the trade here recently. Harry S. O'Neill, of Dayton, O., has also been here.

ST. LOUIS

Business is in a satisfactory shape here, and all traveling men are having good business. Money is easy and collections are reported to be good. The local cigar trade is perhaps not having the same amount of encouragement, and not a few manufacturers are complaining.

Ferd. Opp and Wm. C. Schutz recently returned from a leaf buying trip to Havana, where, they say, they found the conditions to be nearly deplorable.

M. H. Beck and Harry Joel, representing respectively Young & Newman and Leopold Loeb & Co., both of Philadelphia, were here lately.

The Wm. A. Stickney Cigar Co., distributers of the "El Merito" 5 cent cigar of Boltz, Clymer & Co., Philadelphia, are offering fifty free with every order of 500.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000 Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

NEW YORK LETTER.

[Concluded from p. 14]

decrease in the production of such cigarettes. Indeed, if these figures are to be believed the consumption of cigarettes has fallen off 50 per cent. from what it was two years ago. Yet the truth is, notwithstanding the Commissioner's statistics, that fully 1,500,000,000 more cigarettes are consumed in the United States every year than appear in his tables. Many cigarette smokers, particularly in the West and far West roll their own cigarettes. For instance, L. Herzig, of J. C. Drucklieb & Co., importers of cigarette papers, said the other day that in 1900 at least 5,000,000 "books" of Wheat Straw cigarette paper of his firm's importation, had been sold and that probably 5,000,000 more books of other French cigarette papers had been sold in this country. Each book contains 200 leaves and in the 10,000,000 books, therefore, there was enough paper for wrapping 2,000,000,000 cigarettes. Allowing that one third of the leaves in each book are wasted, there still remains 1,400,000,000 cigarettes rolled by hand of which the Commissioner of Internal Revenue takes no account.

Besides, a vast number of cigarettes are made with the papers given gratis with certain brands of smoking tobaccos.

In France the annual sales of books of cigarette papers foot up over 100,000,000 every year. But in France a vast number of cigarette lovers roll their own cigarettes. It may come to that condition in this country, too, some day.

A Toxic Combination.

According to the London Lancet, it cannot be doubted that when evil effects ensue from smoking tobacco they are very much intensified by indulgence in alcohol. Pyridine, the chief poisonous constituent of tobacco smoke, is not so easily soluble in water as in alcohol. Pyridine bases can be easily traced in the mouth of an immoderate smoker, and especially the smoker of cigars An alcoholic drink is therefore calculated quickly to wash out this poisonous oil and to carry it into the stomach, absorption of the poison ensuing, giving rise to definite toxic symptoms, due not so much to alcohol or pyridine bases alone as to the combined action of both in the manner indicated. Many a headache or malaise would be guarded against if at the time of smoking no alcoholic beverage were taken.

Doings of Advertisers.

Report of Current Billposting and Distributing.

American Tobacco Co., New York City —Posting and tacking direct and through agents in Indiana, Iowa, Idaho, Pennsylvania, Tennessee, Illinois, Oklahoma, Indian Ty., Arkansas, Kentucky, Louisiana Montana, Michigan, Massachusetts, Minnesota, Texas, New York, Missouri, Virginia.

Banner Cigar Co., Detroit, Mich., "Fee's Fashion" cigars.—Posting thro' Walker & Co. in Michigan, Wisconsin, Dakota, Iowa.

Berden & Co., Toledo, Ohio, "Quaker Girl" cigars.—Posting through Sam W. Hoke in Ohio, Iowa.

Berriman Bros., Chicago, Ill.—Posting direct in Indiana.

Block Bros., Wheeling, W. Va., "Mail Pouch" tobacco.—Tacking in Indiana, New York.

Bondy & Lederer, New York city, "Tom Keene" cigar.—Posting through O. J. Gude Co in Texas, Florida, Iowa, Nebraska, Oklahoma, Indian Ty , Missouri, Kansas, West Virginia, South Dakota.

Clark & Snover Co., Scranton. Pa.—Posting through A. B. P. Protective Co., in Eastern, Western, and a portion of the Southern States.

Continental Tobacco Co., New York city. — Posting direct, also distributing samples and tacking in Tennessee, Arkansas.

Dunn, T. J. & Co., Philadelphia, Pa , "Pete Dailey" cigars.—Posting through A. B. P. Protective Co. in Southern and Western States.

Harburger, Homan & Co., New York city, "Geo. W. Childs" cigars.—Posting through Sam W. Hoke in Iowa, Ohio.

Jacoby, Morris & Co., New York city, "John Harper" cigar.—Posting through Sam W. Hoke in Louisiana.

Lovell & Buffington Tobacco Co., Covington, Ky., "War Eagle" tobacco.—Tacking thro' C. E. Runey in Kentucky.

Moebs, George & Co., Detroit, Mich., "Ben Hur" cigar.—Posting thro' Walker & Co., in Texas, Louisiana.

Moebs, Gustav A. & Co., Detroit, Mich. "Panny Davenport" cigar—Posting thro' Walker & Co., in New Hampshire, Vermont, Maine.

Myers, C. & Co., Dubuque, Ia., "Sportsman" cigar —Posting through American Posting Service in Arkansas.

Temple-Ellis Co., South Bend, Ind., "Secretary Gage" cigar.—Posting direct in Iowa, Texas.

Upman & Wilcox, Chicago, Ill.—Posting through American Posting Service in Iowa.

United Cigar Manufacturers, New York city, "Capadura" cigar.—Posting through O. J. Gude Co. in Indian Ty.; "Owl" cigar in Georgia.

Wetmore Tobacco Co., St. Louis; Mo. —Posting through N. W. Ayer & Son in Indian Ty. —The Billposter.

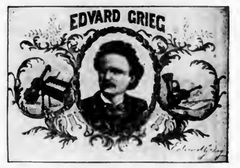
Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Havana" and "Morro Castle."

CIGARS	cases
G. S. Nicholas, New York	25
Park & Tilford, New York	25
Waldorf-Astoria Segar Co., New York	20
M. A. Gunst & Co., San Francisco	9
Estabrook & Eaton, Boston	9
Acker, Merrall & Condit, New York	6

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

PEOPLE WHO "GET ALONG"

In the cigar business, as in every other, there are certain people, who, when urged to adopt a new method or install a new and improved equipment, shake their heads and think they can "get along" without it.

They do get along, but they get along toward the rear instead of the front.

It is much pleasanter to be progressive instead of going backward—and much more profitable.

The cigar business is no different from any other business in this respect—the man with the best facilities and the most modern tools gets more business and makes more money, and you can't stop him.

Take the DuBrul Dieless Suction Table for example; there is no question in the world but that this table is a time-saver and a money-maker without an equal.

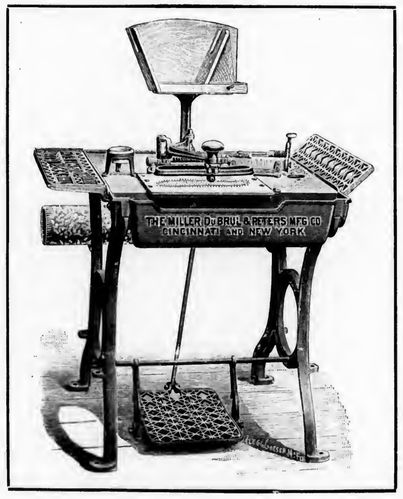
We have been manufacturing cigar makers' tools long enough to know what we are talking about.

We say that no enterprising cigar maker can afford to be without this table a single day longer than it takes to get it in his place and set it up.

The Dieless Table is a wonderful improvement over all others.

The suction table itself is a distinct success, but heretofore the dies and rollers have been a serious objection and a constant irritation. They are always in the way, rollers constantly dull the dies and it takes a lot of time and work to keep the complicated mechanism going in proper shape.

We have removed every single objection to the suction table by removing the dies and rollers and substituting a circular knife which does much better work than any die ever could.



We have made the suction table practical and efficient.

We have placed it in a position where it can do good work all the time with no attention and we have made it so simple and easy to manipulate that operators are delighted with it and won't work on any other if they can help it.

Don't try to get along without this table.

Don't delay writing us about it and we will give you a line of facts and figures that will make our position perfectly clear to you and convince you that we are right.

But don't forget that we can furnish you die tables, the best of their kind, if you still insist on having that kind of machine.

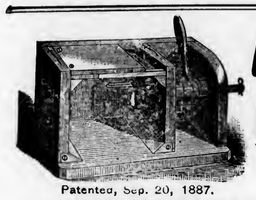
You can see both kinds in either of our offices.

Ask for our Booklet W. S., which gives complete information.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



Patented Sep. 20, 1887.

A. THALHEIMER & SON,

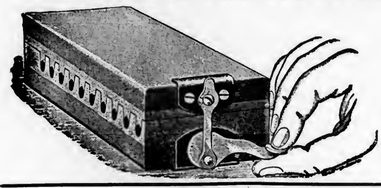
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Calixto Lopez & Co., New York	6
Sprague, Warner & Co., Chicago	5
S. Bachman & Co., San Francisco	4
Goldberg, Bowen & Co., San Franco.	4
H. Straus, Cincinnati	4
F. R. Rice Merc. Co., St. Louis	4
B. Wasserman, New York	4
Godfrey S. Mahn, Philadelphia	4
J. Wagner & Son, Philadelphia	4
Best & Russell Co., Chicago	3
Grommes & Ulrich, Chicago	3
Duncan & Moorhead, Philadelphia	2
Michaelis & Lindeman, New York	2
E. A. Kline & Co., New York	1
Macy & Jenkins, New York	1
Winecke & Doerr, Minneapolis	1
S. N. Jarlsson, Burlington, Iowa	1
Schwabacher Bros. & Co., Seattle, Wash.	1
Total	148
Previously imported	689
Imported since Jan. 1, 1902,	837

LEAF TOBACCO	bales
Sutter Bros., New York	615
Charles Semon, Cleveland	152
Laverge & Schneider, New York	134
Guedalia & Co., New York	132
J. Alvarez, Philadelphia	130
Sartorious & Co., New York	129
Schroeder & Arguimbau, New York	115
J. F Portuondo Cigar Mfg. Co., Phila	115
Ventura Blanco, Philadelphia	114
Fernandez Bros. & Co., New York	103
American Cigar Co., New York	102
Berriman Bros., New York	97
Rothschild & Bro., New York	96
Sutter Bros., Chicago	79
D. Hevia & Co., New York	70
Hinsdale Smith & Co., New York	67
Crump Bros., Chicago	67
Hamburger Bros., & Co., New York	63
Havemeyer & Vigelius, New York	45
S. L. Goldberg & Sons, New York	38
Weil & Co., New York	35
M. Atak & Co., New York	33
Hamberger & Co., New York	33
E. Suarez & Balbin, New York	32
Jose Benito, New York	28
J. Bernheim & Son, New York	27
H. B. Franklin & Co., Chicago	21
E. Hoffman & Son, New York	18
E. A. Kline & Co., New York	13
S. Ashner, New York	10
I. Bijur & Son, New York	10
A. Gonzalez & Co., New York	4
Total	2,727
Previously reported	10,566
Imported since Jan. 1, 1902,	13,293

HOW IT IS IN YORK.

YORK, PA., Feb. 17, 1902.

A creditable showing and encouraging disposition toward a better trade opening for the present year is evidenced by the fact that the larger factories to a great extent report more sales for the month of January, 1902, than for the same month of the previous year. This seems to be the prevailing fact although there are exceptions.

D. B. Salomon, familiarly known as "Dick," met with a misfortune while in Red Lion visiting the cigar factory of John Shindler on Wednesday evening last, by falling a distance of 22 feet to the cellar, through an open elevator shaft, receiving severe bruises and internal injuries. He escaped, however, without any broken bones. The local physician gave medical attention until the arrival of Mr. Salomon's physician from Philadelphia, when he was removed to his home in that city. "Dick" is a member of the firm of W. Dittenhoefer & Co., lately organized in Philadelphia.

The sheriff has levied on the personal property of Jos. L. Trumbo, a cigar manufacturer of this city. The execution was issued by Samuel Gallatin, for $.00 and the sale will take place on Feb. 20th, at 9 a. m.

Edward Neiman, the flourishing cigar manufacturer of Thomasville, reports a good run on his well-known brand, "Earl of Bath," a 5c production. This is a good cigar placed on the market some time ago, and has now a well-established reputation.

H. F. Kohler, of Nashville, is about to put upon the market a new brand of goods under the title of "R R Perfection" (label showing a portrait of Geo. Stephenson), which is to be made a valuable addition to his already large line of goods. Mr. K. is now comfortably housed in his new building, which is one of the most complete in this section of the country, and a steadily increasing business is being done.

J. W. Minnich, of Dallastown, is making some alterations to his cigar factory, and among other things is equipping a fine office on the first floor, the entire second floor being needed for manufacturing purposes.

Manager I. B. Hostetter, of the Sutter Bros. warehouse, has been receiving considerable tobacco lately. Friday last was one of the largest days this year in that respect.

The Eagle Cigar Co., of this city, has recently been more active than for some time past, and is doing a fair trade.

La Buta Cigar Co. reports a fairly good business on the "Hannibal Hamlin," their 10c leader, which has been a standard for many years.

George A. Kohler & Co. have

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La-Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands: La Especial—5c, King of All, Eagle, Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

made a new departure in one branch of their business, and have decided to sell their "Montello" 5c cigar direct to retail dealers only in certain sections of the country.

J. K. Pfaltzgraff & Co. have met with encouraging success in marketing their "Kentucky Cardinal" 5c cigar, a 4⅝ inch solid Havana filled cigar, which is taking well wherever introduced. Some specially attractive displays are now being made with it.

Western Tobacco Reports.

MIAMISBURG, OHIO.

Very little business was transacted during the past week. Only occasional small deliveries of the 1900 crop Zimmer are noted at 7¼ and 8c through, and if any late sales of the 1901 crop have been effected they were not reported.

Farmers who have comfortable strip rooms are making some progress at preparing the crop for market. The majority of growers drop the dirty and trashy leaves while stripping, and assort the crop properly, while others are somewhat careless in this respect. It will be money in the farmer's pocket to keep the filler free from dirt and trash. The slovenly practice of tossing the hands into a loose heap until ready for bulking should be discouraged; it is no more trouble to lay them them straight in a neat pile, and thus prevent drying out until they are bulked.—News.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts of new tobacco this week were 510 hhds.; offerings on the breaks 25 hhds.; public and private sales 14 hhds.

The market was quiet and dull. The Leaf offerings is mainly of coarse styles, but fleshy with fair body, and does not misrepresent the true Clarksville type. The Lugs also are generally coarse and poor.

The weather has been cold in the main, yet receipts at the prizing houses for a few days were quite full. The loose tobacco maket is quiet, the bulk of the loose crops having changed hands.

For old tobacco, to quote.

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

HOPKINSVILLE, KY.

M. D. Boales.

There were only 15 hhds offered on the breaks this week—5 sold and 10 rejected. Quality Common. Lugs sold 4 to 5c; Leaf, 5½ to 6½c. Receipts for the week, 330 hhds; year, 980 hhds. Sales for the week, 5 hhds; year, 59 hhds. Some private sales of old Lugs at 5¼c, not reported in sales. The old Lugs held at 4¾ to 5¾c, and Leaf at 5½ to 7½c are generally in good condition, well seasoned and cheap. The new crop is lugging very light. With the small stocks of old Lugs on sale, it looks as if prices would be much higher, and the quality of Leaf so much better than for several years. Prices will likely be higher. Estimated 90 per cent. of crop has been sold loose at 6 to 8c crop round. There will be on early sales quite a good deal of Leaf in soft order, which will likely sell below real value.

Manufacturer of Cigars.
ALL GOODS SOLD DIRECT
At Lowest Wholesale Cash Prices, to Wholesale and Jobbing Trade Only.
B. S. TAYLOR,
YOE, PA.
Packer and Dealer IN ALL GRADES OF *LEAF TOBACCO*
All goods handled at my own warehouses.

A VALENTINE
To The President of the United States.

Being a Plea Against Tariff Concessions to Cuba on Tobacco and Cigars.

"A verse may find him who a sermon flies."

MR. PRESIDENT:
Since friend and foe alike agree
That Cuba's case now rests with you
In summing up be sure to see
That what you learn is wholly true:
Forget not if you change the laws,
Columbia also has a cause!

Much has been said both pro and con,
Much more, I doubt not, might be said,
But why with prosy briefs go on
And spin a never-ending thread?
All roads they tell us lead to Rome,
And charity begins at Home.

Let Sugar men for Sugar speak:
Tobacco and Cigars, we claim;
Another plane will have to seek
If Schemers are allowed to frame
A measure to reduce the list
Of duties as they now exist.

All Tariff experts are agreed
A Luxury best bears a tax;
Then, wherefore on the well-used weed
Should our Protectors wield the axe?
If all our pleadings end in smoke
The joke will be a sorry joke!

Behind the cry for Cuban aid
If you can sift the matter well
You'll find the Private Trusts array'd
No matter how their names they spell;
And yours should be an easy task
From such pretense to strip the mask.

A lower price for Cuban goods
Will bring them into more demand,
And such result of course includes
A blow to our Tobacco land;
For Home-made goods diminished sales,
And all attendant ills and ails.

What boots it if it costs us less
To make a high-grade brand to puff
If we can meet with no success,
Competing with imported stuff?
The double stamp of Uncle Sam
Can bolster up the meanest sham!

Were Cuban farmers taught to toil
As well as our own farmers do,
With Cuba's climate, Cuba's soil,
And her unquestioned prestige too,
The Cuban profits drawn from all
Would make our best look very small.

We are a million workers strong.
And millions more depend on us
And all unite in deeming wrong
This present sentimental fuss—
A people's sins to syndicate
And call on us to pay the freight!

A Tariff change will hurt us much,
And from a fair unbias'd view
Its final consequence is such
It can but help a favored few:
Be not misled by Scheming Greed
That cloaks its hand with "Cuba's need."

But we believe your troubled heart
Is patriotic to the core;
And, feeling you should do your part,
As you have always done before,
We wish to see you be a friend,
To stand by US until—the end!

I have the honor to be, Mr. President, your obedient servant,

JAMES D. LAW.

Lancaster, Pa., Feb. 10, 1902.

Why Failures Occur.

Interesting Data on the Interesting Subject.

The following interesting data on the subject of failures throughout the country was furnished a representative of the Chattanooga Times by Manager Close, of Bradstreet's agency:

"The saying that a man is the architect of his own fortune, and that, generally speaking, the individual trader possesses within himself the elements of success or failure in the business world, has been very effectively demonstrated in preceding discussions of this subject, wherein the leading causes of business embarrassment have been analyzed. For the benefit of those who have not followed this matter closely, however, it might be stated that experience over a period of years has shown that the causes of commercial embarrassment may be quite generally classed under the following eleven heads, close study of which is invited in order that the reader may become familiar with their application to the matter in hand:

"A.—Due to faults of those failing:

"(1) Incompetence (irrespective of other causes).

"(2) Inexperience (without other incompetence).

"(3) Lack of capital.

"(4) Unwise granting of credits.

"(5) Speculation (outside regular business).

"(6) Neglect of business (due to doubtful habits).

"(7) Personal extravagance.

"(8) Fraudulent disposition of property.

"B.—Not due to faults of those failing.

"(9) Specific conditions (disaster, etc.).

"(10) Failure of others (of apparently solvent debtors).

"(11) Special or undue competition.

"Eight of these eleven causes, it will be observed, may properly be classed as proceeding from, or attributable to, the trader himself, while the remaining three may just as clearly be said to be beyond his control. Of the failures reported in the United States during the past year 71.4 per cent. were reported due to one or more of the first eight mentioned causes—in other words, more than seven-tenths were due to faults of those failing, while 28 6 per cent. were due to faults of others. This, it is to be noted, is rather a different showing from that made in 1900, when fully 77.4 per cent. was due to faults of the traders themselves and 22.6 per cent. was due to the faults of others. The closest approach to this showing made of recent years is found to be that of 1898, when 70 per cent. was due to faults or weaknesses of the traders themselves and 30 per cent. to others."

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

J. M. McGUIGAN
5 CENT BRANDS
Light Horse Harry
La Colombina
Cassandra
Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
POINT CAPACITY 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a.

They are on Sale Everywhere.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

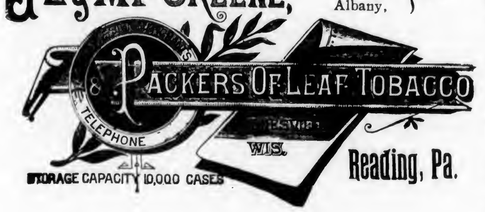
DEALER IN **CIGAR BOX LUMBER,**

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis.



Reading, Pa.

Labor in the United States.

The final report of the Industrial Commission makes the following remarks upon the general subject of "Labor," in the course of voluminous chapters in which all branches of the subject are gone into in great detail:

"The remarkable revolution in business methods and conditions of the past few years, showing itself in industrial combinations and the so-called community of interests, has been accompanied by an almost equally remarkable consolidation of labor interests through the growth and strengthening of labor organizations and the increase in labor legislation. Whatever may be the ultimate outcome of this growth of organization on both sides, its first tendency has been to bring about a more definite separation of the two, and in many cases a distinct confronting of one by the other, each relying partly upon the strength of its organization and partly upon legislation and the courts.

"The census of 1890 estimated the value of manufactured products for the entire United States at $9,372,000,000, and the aggregate wages in the same industries at $2,283,000,000, according to which it would appear that labor received 24.36 per cent. of the joint product. But this inference is manifestly wrong, since the cost of material used in manufactures was more than half the value of the product, viz., $5,162,000,000, or 55.08 per cent. Miscellaneous expenses also were 6.73 per cent. of the total product. The proper method of inquiry into the proportion of the product going to labor is that which separates out the cost of material and endeavors to discover what proportion of the net product is assigned to labor. If this is done it appears that in 1890 the net product of all manufacturing industries was $4,211,000,000, and of this net product the total wages paid would be 54 per cent. instead of 24 per cent. The above figure for wages, however, includes salaried employees, officers, superintendents, firm members and clerks. The payment to wage earners, properly speaking (but including some overseers and foremen on salary), was $1,891,228,321, or 44.9 per cent. of the value of the net product of manufacturing industry.

"The net product of manufacturing industry in the United States by the census of 1900 was $5,669,335,584; while the wages paid (not including any salaried officers) were $2,323,407,257, or 41 per cent. of the net product. There has been a decrease in the proportion of the total product going to wage earners; while, as shown elsewhere the absolute amount going to the wage-working class has slightly decreased per capita during the decade. Wages in 1899, the year actually covered by the census figures, had not reached a point as high as in 1900 and 1901. In a period of rising prosperity wages ordinarily advanced less rapidly than prices and profit.

"The Department of Labor has endeavored to compile figures showing the losses of employers and employees as a result of strikes and lockouts. According to these statistics the aggregate loss to employees in wages, as the result of labor disputes from 1881 to 1900, inclusive, was $306,683,223, or a little over $15,000,000 yearly. The loss to employers during the same period is stated at $142,659,104; or rather less than one-half of the amount lost by strikers. The aggregate losses thus amount to nearly $150,000,000, or an average of about $22,500,000 yearly.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

There is, perhaps, a little less selling for the past week than for the preceding week. One reason for this is that the foolish scare has, in a measure passed over, and many a grower wishes some one to kick him. These weak-kneed growers should have guardians appointed to manage the selling. Possibly we may be mistaken; time will determine. At any rate, better prices are being paid, and offers of higher prices refused.

Our correspondents write:

Suffield, Ct.: "What a change has come over the dream of the tobacco growers! Crops that were sold at 20 to 24 cents in the field are left on the growers' hands, unless he will take from 40 to 60 per cent. reduction. If the growers would demand a deposit of $100 an acre at time of sale, there would be less trouble. But the growers that are cut the worst will receive with open arms the same buyers the coming year. There have been a few sales within a day or two, crops that were not sold last fall, the prices ranging from 14 to 18 cents. I will give an example of the way

TRADE will Follow

the introduction of the

HIGH GRADE SEED & HAVANA **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

The Horwitz Cigar Co.

224--6 W. Camden St.

Baltimore, Md.

Manufacturers of these Leading All-Tobacco LITTLE CIGARS:

STAPLE

15 Cent Package

JIMP

5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.

Sold to the **Wholesale and Jobbing Trade only.**

SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.

Correspondence invited.

things are going: A six-acre crop was bargained for at 22 cents. The grower threw out a large portion of the pole sweat when stripping; in the readjustment he gets 15 cents and throws off 400 pounds to the ton. Of all foolish things, commend me to a weak-kneed tobacco grower."

Wethersfield, Ct.: "Most of the tobacco has been taken down and stripped. It is a very fine and light-colored crop and not much pole sweat. But little of our crop was cut until the last week in August. No sales to report."

Williamsburg, Mass.: "The tobacco grown here shows but slight damage by pole burn. A few crops have been sold; can only give prices of one. Dorus Bradford sold at 12 cents in the bundle."

South Deerfield: "Buyers are rapidly picking up the new crop at from 7 to 14 cents in the bundle. Offers of 12 cents now have been refused. One large buyer secured 150 acres, and has come again for more. Crops are sorting out well, and when bought on the grades after sorting, the growers find it pays well to sort it."

East Deerfield: "Trade in tobacco has opened at a very low figure, say from 8½ to 10 cents, or a shade above per pound. No stir until quite recently."

Conway: "Charles Elmer sold to Wilcox 2 acres of tobacco in the bundle at 12 cents. Assorting is progressing finely, and turning out better than was expected. About half of the crop raised here is not sold yet."

Glastonbury, Ct.: "I have to report the sale of 20 acres of Havana seed at 14 cents in the bundle. It was slightly damaged by pole-sweat. Some other lots sold at p. t."

Deerfield: "There have been several sales of tobacco here the last week, but at no prices above 12 cents. These sales were in the west part of the town; a few, however, in the east part at low prices. Many lots are held for higher prices, or they will be sent away, sorted, and force sweated."

Whately: "Several sales have been made at moderate prices. W. P. Crafts sold his nice crop; price not learned. Many large lots are being assorted, and will be force sweat."

Amherst: "A few sales of tobacco have been made, but at low rates. The later view is that the bulk of our growers will not sell their crops, but will have them assorted unless reasonable prices are paid. Some crops are being sorted now."—American Cultivator.

BALDWINSVILLE, N. Y.

Owing to the storm and the impassable condition of the roads for several days, the local buyers have made no purchases. Notwithstanding the bad roads a considerable amount of tobacco has been delivered at the warehouses, some of which, however, has been shipped in by rail. The assorting continues at the warehouse of the American Cigar Co. and the usual amount handled has been put up during the last week. A Heinke, the local representative of Chas R. Goldsmith & Co., has commenced receiving the new crops purchased and has started the assorting room at the warehouse east of the D. L. & W. R. R. tracks. About thirty assorters are at present employed and some fine tobacco is being handled.

Trade-Mark Register.

New Boulevard. 13,584.
For cigars. Registered February 8, 1902, at 9 a. m., by C. R. Albright, Reading, Pa

Improved Windsor. 13,585.
For cigars. Registered February 8, 1902, at 9 a. m., by C. R. Albright, Reading, Pa.

Reading Elk. 13,586
For cigars. Registered February 10, 1902, at 9 a. m., by Fleck Cigar Co., Ltd., Reading, Pa.

Uncle Raymond. 13,587.
For cigars. Registered February 10, 1902, at 9 a. m., by S. T. Banham & Bro., Philadelphia, Pa.

City Rusher. 13,588.
For cigars. Registered February 10, 1902, at 9 a.m., by S. E. Ream, Vogansville, Pa.

Carlisle. 13,589.
For cigars and cigarettes. Registered February 13, 1902, at 3 p. m., by F. W. Taylor, Philadelphia, Pa.

Bird of the Town 13,590.
For cigars. Registered February 14, 1902, at 9 a. m., by Zach. Goheen, Wrightsville, Pa., (Used for the past 5 years.)

TRANSFER.

The title "Bird of the Town" registered February 14, 1902, by Zach. Goheen, Wrightsville, Pa., was transferred to S. R. Kocher & Son, Wrightsville, Pa.

REJECTIONS.

"Catalpa," "Lennox," "Iron King," "Calmo," "Sen Sen," "David Harum."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

La Caratula, Margaret of Angu, Cyrus the Great, Pyrrhus, Hannibal, Madam Roland, Queechy, Balmetto, Hard to Keep, All In, Jones of Binghamton, Vamen, Adia, Amorife, Cayagnas, Il Bersagliere, The Elks Cigar Store, Elks Smoker, El-Sabco, The Baffler, Pompano, McKinley's Delight, Simoleon, Clitus, Jaros, Nike, Elks No. 74, Molly Shannon the Real Thing, Enchantra, Cubana Zegaros, El Wadelo, Hawk and Snipe, Pepino, Don Pepino, Uando, Alfred Noble, Frutas, Romanola, La Flor de Standard, Louisville, Ky., Royal Cut, Flavio Gioia, Saddleback, Arrius, Fabius, Regulus, Calypso, Louisville Standard Club, Suprema de Tampa, Tampa Soubrettes, Merchandise, Prince Philip, Prince Jack, Princess Jack, Eden, T. L. S., Pine and Cypress, Royal Frontenac, Indelible, Alfred Baird Kettridge, Wild Goose, Flor de Safran, Safran's Best, Plantation to Mouth, U. C. M., Forest Eagle, Dakota Girl, Good as the Best—Better than the Rest, Ol-Dox, Geneva's Best, Alphonse & Gaston, Shamrock Shanty, Mara Vista, Clara Vista, Grand Diploma, Betsy Brown, Poplar, Finest Beyond Question, La Tramundana, La Bella Berta, Bill Smith, Rabbit's Tail, Proof Mark, Vigoro.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

CONSTITUTION AND BY-LAWS
OF THE
Havana Cigar Manufacturers' Association of the United States.

CONSTITUTION.

This is a voluntary Association of the Havana Cigar Manufacturers of the United States, formed at a meeting held in New York city on the 20th day of January, 1902, by the unanimous action of the people interested in the manufacture of Havana cigars, present at the meeting.

We declare the object of this Association to be to promote, in every proper way, the business and industry in which we are engaged, and to redress, as far as possible, any wrongs that may be inflicted upon us, whether they be the result of inimical legislation, or the execution and administration of law by the officers of the Government, as well as to particularly promote harmony, and a unity of action among the manufacturers of Havana cigars.

We hereby subscribe to and adopt the Constitution and By-laws of the Association, as passed by a meeting of the Executive Committee of said Association on the 20th day of January, 1902, and made a part of this Agreement.

This Association shall be composed of all those persons and business firms who were present and enrolled at the meeting at which this Association was formed, on the 20th day of January, 1902, who shall sign the Constitution and By laws, and also all other Manufacturers of Havana Cigars in the United States who shall desire to become members, and shall comply with the regulations adopted by the Executive Committee.

OFFICERS AND ELECTIONS.

This Association shall be governed by a President, Vice-President, a Secretary, a Treasurer and an Executive Committee, composed of the above named officers and five members, who shall, with the officers, be elected annually, by a majority of the members, at an election to be held on the first Tuesday after the first Monday in January, at the office of the Association, or at such other place in New York city as may be chosen by the Executive Committee, a notice of the time and place of such election being previously given in writing by mail to each member of the Association, as hereinafter provided. The election of all officers shall be by ballot. The officers who shall govern the Association until the first annual meeting are:

President—Y. Pendas.

Vice-President—Simon Batt.

Secretary—Richard A. Bachia.

Treasurer—John W. Merriam.

Executive Committee—Y. Pendas, S. Batt, R. A. Bachia, J. W. Merriam, S. I. Davis, F. Garcia, J. M. Diaz, E. Regensburg, J. Pando.

PRESIDENT.

The President shall preside at all meetings of the Association, enforce due observance of the Constitution and the By laws, appoint committees not otherwise provided for, and see that the officers perform their respective duties. The President, or in his absence, the Vice-President, shall call special meetings of the Association, whenever requested to do so by the Executive Committee, or by any ten members of the Association in writing. Due notice of such meeting shall be mailed to each member of the Association.

Vacancies in any of the offices may be filled by a majority vote of the Executive Committee, at any general or special meeting of the Executive Committee. The President shall keep advised as to the needs of the Association, and from time to time communicate with the Executive Committee, giving his views and recommending such action as he deems advisable.

VICE-PRESIDENT.

The Vice-President shall do and perform all of the duties of the President, in his absence, or when requested by him to do so.

SECRETARY.

The Secretary shall keep the minutes of all meetings of the Association, a record of attendance and a statement of the name, residence, and date of admission of each member. He shall read the minutes at each regular meeting, prepare a report for the annual meeting, conduct the general correspondence of the Association, and perform such other duties pertaining to his office as the President may direct.

TREASURER.

The Treasurer shall be the custodian of all moneys belonging to the Association, shall keep a correct account of all moneys received and disbursed by him, shall receive and file vouchers for all disbursements, shall be ready to report at any meeting the balance in the treasury, and shall prepare a full statement to be read at the annual meeting of the Association. He shall also collect all dues and assessments from members of the Association, and be authorized to receipt to them for the same.

THE EXECUTIVE COMMITTEE.

The Executive Committee shall have the control and management of the business and funds of the Association, and shall transact all business and matters in which it is interested, shall elect its own chairman and prescribe rules for its own meetings and convenience. It shall have full power and authority to appoint sub-committees, and to authorize them to carry out its instructions; to look after the interests of the Association in all parts of the United States; to prevent, through its committee and agents, the passage by Congress of legislation unjust or hurtful, and to secure, as far as possible, uniform and proper administration, and execution of all laws affecting the interests of the Association or the members of it, and in the accomplishment of these objects to expend of the funds of the Association such sums as may be necessary.

The Executive Committee is further authorized and empowered to supervise and control the payments of fees, dues and assessments of the Association, and to provide for the expulsion of members who may be in default in payment, or who violate the rules of the Association.

The Executive Committee is further authorized at any meeting to suspend the collection of, or reduce the amount of dues and assessments whenever, in its judgement, the needs of the Association do not require the collection of the entire fees, but shall not have authority at any time to increase the dues or payments, or to make assessments upon members without a majority vote of the members of the Association, providing for such assessment.

There shall be appointed by the Chairman of the Executive Committee—

A Committee of five on Legislation, whose duty it shall be to keep informed on all Legislation, either in existence or proposed, which affects or is likely to affect the interests of the Association; to influence, by proper means and by furnishing such information as may be necessary, Legislation affecting the cigar interest and to see to it, as far as possible, that the laws are uniformly and properly executed that affect the interests of the Association.

MEMBERSHIP AND DUES.

Members of the Association shall pay to the Treasurer of the Association annual dues of $25 00.

AMENDMENTS.

This constitution may be amended by a two-thirds vote of the members present at any meeting of the Association, provided that the proposed amendment has been submitted in writing at a previous meeting, and that the notice of the intention to amend has been given at a meeting, or a copy of said proposed amendment has been submitted in writing to each member at least ten days before the meeting at which said amendment is to be voted on.

BY-LAWS.

1. The regular annual meeting of this Association shall be held on the first Tuesday after the first Monday in January, at which meeting the officers shall be elected.

2. Special meetings may be called at any time by the President, or, in his absence, the Vice President, and shall be called upon the request of the Executive Committee, or upon the written request of ten members of the Association. Each member shall be entitled to one vote, and may vote either in person or by written proxy.

3. Meetings of the Executive Committee may be called by the Chairman of the Executive Committee at any time, upon twenty-four hours' notice in writing to the members of the Executive Committee or, in the absence of the chairman, by the Secretary of the Association (who shall also be the Secretary of the Executive Committee,) upon the written request of any three members. A majority of the Executive Committee shall constitute a quorum of said committee, but members of this committee shall be permitted to vote in person only. A copy of the Constitution and By-laws shall be mailed to each member of the Association. These By-laws may be amended in the same manner as the Constitution.

BUSINESS CHANGES, FIRES, Etc.

Arkansas—Mena—T. C. Barnes & Son, cigar manufacturers; discontinued.

Illinois—Chicago — Manuel Rodriguez, cigar manufacturer; petition in bankruptcy.

Indiana — Indianapolis — H. J. Craig, wholesale cigars; damaged by fire.

Iowa Harlan D. L. Needham, cigar manufacturer; succeeded by Saltgarer & White.

Maine Lisbon Harry Wright, tobacco; mtge R. E. $1,800; sold R. E. $1.

Maryland Baltimore James A. Dowell, cigar manufacturer and dealer; discontinued.

Massachusetts Boston Bemis, Emery & Co., Inc., leaf tobacco; name changed to Bemis & Diamond Co. Inc. — Jason P. Brown, cigars; damaged by fire — Electric Cigar Co., cigar manufacturers, dissolved, G. Frank Davenport withdrawing, and remaining partners, continue business under same style.

North Adams F. Caron & Co., cigars, tobacco, etc., chattel mortgage $850.

Minnesota Duluth George E. Jobes, cigars; chat. mtgs $500 and $700.

Missouri Butler Paul Bengset, cigar manufacturer; sold out.

New Jersey Paterson Allen & Dunning Co., tobacco; burned out — E. M. Keller, cigars; burned out — Lankering Cigar Co. burned out.

New York Buffalo Wm. M. McArthur & Co., leaf tobacco; burned out; insured.

Johnstown H. W. Howell, cigars; damaged by fire.

New York city Connolly & Frawley, cigar manufacturers, dissolved. — Moss Bros. & Kohn, cigar manufacturers; dissolved — Otto Schwalb, retail cigars and tobacco; petition in bankruptcy.

North Carolina Goldsboro Prichard & Winsted, leaf tobacco; damaged by fire; insured.

Ohio Cleveland M. E. Jaster, cigars; assigned.

Dayton E. C. Albert, wholesale and retail cigars; R. E. mtge. $1,500.

Toledo H. N. Warner & Co., cigars, tobacco, etc.; chattel mortgage by A. M. Warner individually $468.

Pennsylvania Pranklin F. L. Riddle, cigars, tobacco, etc.; burned out.

Red Lion Miller & Anderson, cigar box manufacturers; dissolved.

Rhode Island Providence Squire Z. Phinney & Son, cigars and tobacco; dissolved; succeeded by George F. Phinney.

Virginia Richmond George Schoen, cigars; sold out.

Paper Backed Foil

PURE TIN FOIL — Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York — **COMPOSITION FOIL**

Corrugated, Colored and Printed Foil

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT **Promptly** Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa**
Agents for "Havanarine."

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET. NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

M. H. Clark & Bro
Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

—ESTABLISHED 1875—
L. F. Grammes & Sons,
Manufacturers of **Cigar Box Machinery**
Cor. Hall & Maple Sts. ALLENTOWN, PA.

FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

LATE REVENUE DECISIONS.

Sample Cigars by Mail or Express.

The Commissioner has ruled that there is no provision of law or regulation under which a manufacturer or a dealer in cigars would be privileged to take cigars from a stamped box and repack less than a statutory number in boxes not stamped, and send out these sample cigars through the mail, or by express, as samples and as a means of introducing the cigars to the trade. All such cigars found in the mail, whether of domestic or foreign manufacture, are subject to forfeiture under section 3398, Revised Statutes.

Special Tax Liability of Leaf Dealers.

In regard to the special tax liability of leaf tobacco dealers operating warehouses at more than one place, the Commissioner has ruled that if leaf tobacco is purchased and received at these several warehouses directly from farmers who raise the tobacco, and no tobacco is received or purchased from other leaf dealers, and none shipped from these warehouses to other leaf dealers for sale on commission, Book 59 could be kept at the principal office from which all purchases and sales were directed, otherwise the firm must make return and pay special tax at each warehouse.

Packing of Smoking Tobacco by a Cigar Manufacturer.

A cigar manufacturer who, on account of lack of room, desired permission to pack and stamp his cuttings and scraps as smoking tobacco on his cigar factory premises, was advised that the business of a manufacturer of tobacco could not be carried on in the bonded premises used for manufacturing cigars, and attention was called to the Regulations, No. 8, page 66, and to sections 3369 and 3395, R. S., which provide that collectors shall sell stamps only to manufacturers of tobacco and cigars, in their respective districts, who have given bond as required by law, and to owners and consignees of imported tobacco or snuff, and that a manufacturer of cigars who desires to sell his scrap tobacco for smoking purposes must qualify as a manufacturer of tobacco and carry on that business in some room or other premises not described in his Form 36½ and bond given as a cigar manufacturer.

Imported Smoking Tobacco.

In regard to the disposition of certain smoking tobacco imported in improper sized packages, the Commissioner has ruled that the importer could repack the same in statutory quantities, the packages containing 1, 1⅔, 2, 2½, 3, 3½, 4, 8 or 16 ounces of tobacco each, the stamps to be affixed before the tobacco is released by the customs service; or that he might sell the importer one ounce stamps, which could be affixed to small packages which weighed a fraction less than one ounce net; but that the foreign manufacturer putting up tobacco for sale in the United States should be advised by the importer to adopt statutory packages, as the office has not made a general rule which would authorize either domestic or imported tobacco to be put up in packages containing a less or greater quantity of tobacco than denoted by the stamp affixed to the package, and that such special orders are made only when the importer would incur a loss if required to repack his tobacco.

Sales of Leaf Tobacco to Consumers.

In a recent case referred to the Commissioner from a Southwestern State, it appeared that a dealer in tobacco, who was also a manufacturer, purchased raw or unmanufactured leaf tobacco and put the same up without change, or manufacture of any description, in wooden packages containing 10, 20, 40 and 60 pounds, which he would properly label and stamp, and that subsequently he would remove this tobacco to his store and take it from the stamped packages and repack it in small quantities for retail. It was advised in this case that where raw or unmanufactured leaf was put up for sale at retail by a manufacturer of tobacco, who had not himself raised the tobacco, he could, under the Regulations, No. 8, pages 5 to 7, inclusive, use boxes or other packages containing 10, 20, 40 or 60 pounds, which must be properly labeled and stamped; but that thereafter no tobacco could be sold, or offered for sale, at retail to consumers unless the same was taken directly from the original stamped package; and that if any leaf tobacco was found on sale for retail not protected by a stamp affixed to the original package in which it was placed it would be subject to forfeiture.

Cigarette Manufacturers' Accounts.

A collector has been advised that the accounts of manufacturers who make cigarettes of more than one class, as stated on Form 144, should show the number of each class removed from the factory properly stamped. The number of cigarettes stamped, tax-paid at the rate of $1 08 per thousand, should be stated separately from cigarettes stamped, tax-paid at the rate of 54 cents per thousand. The total number of unstamped cigarettes on hand July 1, 1901, and weighing not more than three pounds per thousand, should be entered in column 1 of the account relating to cigarettes, tax-paid at the rate of $1.08 per thousand, without reference to their value. The total number of cigarettes made subsequently, less the number stamped at the rate of 54 cents per thousand, should be entered in column 2 of that account. The number of cigarettes sold and removed from the factory, tax-paid at the rate of $1 08 per thousand, should be entered in column 3, and all unstamped cigarettes on hand January 1, 1902, and weighing not more than three pounds per thousand, should be entered in column 4

The fact that a number of these unstamped cigarettes may be sold subsequently at $2 or less per thousand, tax-paid at 54 cents per thousand, will make no change in the settlement of the previous accounts.

The accounts relating to cigarettes, tax paid at the lowest rate, 54 cents per thousand will be squared first, the number made and subsequently sold to be entered in column 2 to correspond with the number stamped and reported in column 3.

The entire material account should be stated in columns 1 to 10, inclusive, relating to cigarettes, tax paid at the rate of $1.08 per thousand, deducting from columns 9 and 10 the quantity of tobacco used in making cigarettes, tax-paid at the rate of 54 cents per thousand, allowing five pounds of unstemmed or three pounds of stemmed leaf used in manufacturing one thousand cigarettes.

PATENTS RELATING TO TOBACCO.

693,253 Cigar wrapper cutting machine; George H. Follows, assignor to Miller, DuBrul & Peters Manufacturing Co., Cincinnati, O.

693,265 Cigar-bunching machine;—Alexander Gordon, Detroit, Mich.

THE WORLD'S
Profitable Inches

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a **Leader**
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN . . .
LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

THE LEADING BRANDS OF THE WORLD
You Read This; Others Would Read Your Card IN The Tobacco World

FACTORIES { DETROIT, MICH.

JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

"Wise men say there are more women
than men in the world.
That's why some girls are single all
their lives.
Three women to every man,
Oh, girls, sigh if you can."
In numbers at least you have beat them afar,
But men for a solace,

A Pete Dailey Cigar

"Three women to every man
Oh, girls, sigh if you can."
So sings a gifted theatrical star,
As he puffs with sweet pleasure

A Pete Dailey Cigar.

T. J. DUNN & CO.

Philadelphia.

S. L. JOHNS, Packer of Leaf Tobacco, Office, **Mc Sherrystown, Pa.** WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

LIBRARY. RECEIVED FEB 28 1902 Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 9. | PHILADELPHIA, FEBRUARY 26, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We want to call your attention
to our large stock of fine

HAVANA TOBACCO

Vuelta Abajo,
Santa Clara,
Manicaragua,

Both First and Second Capaduras.

Besides, a Few Bales of **Wrappery Vueltas.**

We were never in a better position to sell you

Desirable Tobaccos

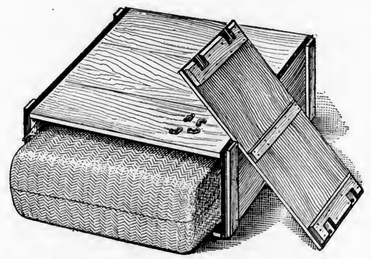
at very reasonable prices, lower, in fact, than since the days "before the war."

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE
NO CHAFING
NO DAMAGE BY HOOKS

Laverge & Schneider,

Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85, AMSTERDAM. New York

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter IX.—Ali Wad Fadlalla and the Panglima's Gingerbread Bride.

By FERDINAND CRANZ, of F. & E. Cranz.

Carlyle declares, with his usual fury of emphasis, that "no lie can live."

Well, I know one lie that has lived for nearly forty years, and since I see it crop out in a newspaper now and again, I judge it to be still hale and hearty.

This is the lie which declares that the world owes the cultivation of Sumatra to the vanity of a Malay woman, an inmate of the bungalow of the chieftain from whom Mr. J. Nienhuys, in 1863, obtained the first concession for growing tobacco on the East coast of Sumatra ever granted to an European.

It's a rather pretty lie. It goes on to tell how Mr. Nienhuys, coming to Sumatra from Java, where tobacco had long been a staple product of the soil, applied to the Malay Panglima of what is now the Sultanate of Deli, for a concession of land upon which to try the experimental culture of tobacco in his dominions, and how the Panglima would have nothing to do with it, even though Mr. Nienhuys tried him with every inducement he could think of. At this point the lie introducesa subsidiary character, the Arab trader who had accompanied Mr. Nienhuys to Sumatra from Java, and narrates how this Arab, one Ali Wad Fadlalla, procured the concession, a vast one and running for ninety-nine years, by flashing a little mirror, or rather a mean little kitchen looking glass, before the eyes of the Panglima's bride, who, being wild to possess an object she had never seen before, instantly subjected her lord to the tyranny of tears and prevailed upon him to grant the coveted concession, whereupon the lie lets Mr. Nienhuys out of its complications and settles down to a long career of wandering.

There was a mirror in the true story, and one Ali Wad Fadlalla, and a Panglima and a bride, but the only one who had aught to do with Mr. Nienhuys was the Panglima.

The story of the mirror and the Arab and the Panglima's bride begins after Mr. Nienhuys sailed away from Sumatra on his return to Europe, and the only reason I tell it is that I desire to give that globe-trotting old lie a hint that it is time for it to go away back and sit down

I call the heroine of my true tale the Gingerbread Bride, because she was a bride—a Malay bride. Have you ever seen a picture of a Malaysian wedding? The bride always looks like a girl made out of gingerbread. Her pretty little face is utterly devoid of expression. Her dress is a mass of tinsel, and her hair is covered with gilt paper—exactly like a piece of decorated gingerbread on a Christmas tree.

MR. FERDINAND CRANZ.

Well, the Panglima of Deli was merely a Malay chieftain in 1863 when Mr. Nienhuys visited Sumatra. At least he wasn't very much more than that. What his descendant of our day is become, thanks to the wealth which the cultivation of tobacco in his sultanate has brought to him, you may discover in any encyclopedia, and in a variety of other books dealing with the subject.

The Panglima's wedding had taken place but a few hours before Mr Nienhuys and Ali Wad Fadlalla arrived, and both were invited to the wedding breakfast, for the Malays are among the most hospitable people in the world. The festivities rather bored Mr. Nienhuys, but they were vastly to the liking of Ali Wad.

Ali was an Arab out of the repertory of Sheherazade herself. He was an adventurer to the limit, and he loved fair women with every throb of his pulse. He had the usual harem at Massowah, and other wives by the half dozen in fifty other places he was in the habit of visiting in his wandering life. He had no Malay wife, however, and the moment he laid eyes on the Sumatran Panglima's bride he resolved to steal her away if he could, and add her to the collection. The expeditious rogue contrived to get speech of the lady during the negotiations between Mr. Nienhuys and the Panglima over the concession. He spoke her language; he was a much finer specimen of manhood than the Panglima, being nearly seven feet tall, and as straight as a palm tree; he had a pair of glowing eyes; he knew female human nature like a primer, and finally he was dealing in this instance with a little savage who had but a thimblefull of brains in her head. But he would not have won her if it hadn't been for a mirror he had at hand in his stock of merchandise. The poor girl had never seen such a thing; she had never, in fact, gazed at the reflection of her own face save as Hyacinthus of old gazed upon his—in a brook or pond, and she was enraptured. The scheming Ali Wad was all the while urging the little fool to run away with him. He pictured the delights of a roaming life. She shook her gingerbread head. Sumatra and home and home cooking were good enough for her she declared. He showed her a handful of gold; she retorted that the husband she had just married was rich. He sang her an Arab love song, but she, not understanding the words, only looked at him stupidly. These means all failing, the Arab rogue told her he had in Java a house that was all mirrors, and that if she would but fly with him she should be the mistress of that glittering establishment. That won her. She slipped away to the beach with Ali Wad, and when the Panglima, his business with Mr. Nienhuys being concluded, looked about for her, she was nowhere to be found. He was naturally disgusted for the time being, of course, but it is known that he consoled himself with another bride afterward, for he left a large family.

And did Ali Wad Fadlalla really have a house all mirrors in Java? I'm blessed if I know. Of this I am sure though: he was so gifted of tongue that he could make a brainless little Malay girl believe it, even if the best home he could provide for her were in fact, as I have no doubt it was, only a mud hovel on the bank of a rivulet. But then the rivulet would have to be there.

—

Next Week—Chapter Ten—"The Purchasing Power of a Cigar," by Charles Fox and Norberto Cueva, of F. Miranda & Co.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in **Leaf Tobacco**
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

IMPORTERS of
Young & Newman, Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

"PHILANTHROPY and RECIPROCITY."

Mr. R. T. Gumpert's Address Before the Bramble Club.

On Friday evening the Bramble Club, a patriotic and charitable organization of Kensington, according to its annual custom, began the celebration of Washington's Birthday with a dinner in Lu Lu Temple, Spring Garden street below Broad. President William Rowen, of the Club, acted as toastmaster, and a number of interesting addresses were made during the evening. Mr. Richard T. Gumpert, of Gumpert Bros., was one of the speakers, and it gives us pleasure to lay his address before our readers. His subject was "Philanthropy and Reciprocity," on which he spoke as follows:

If that same orator whom I once heard say, "The only thing greater than Washington—the Constitution," had enjoyed to night your hospitality, he might wake up tomorrow in a hospital, to find his constitution gone, and only the memory of Washington left.

At all events it is Washington's memory that is on tap to-night, whose beacon light illuminates the Thirteenth Anniversary of the Bramble Club, with its motto on yonder wall, "Our aim, the public good," as well as the flag that both Washington and yourselves were instrumental in carrying into the old and new colonies.

I came to know your club when it had just thrown aside its infantile swaddling clothes, and I learned to love the generous youth in knicker bockers, dispensing its modest pocket money in acts of mercy, rather than in ostentatious charity. Its veteran guardians require no praise at my hands. Your President, Mr. Rowen as you are all aware, in his own business, never undertakes anything but what he carries it out; and in his public career has always preferred to suffer defeat, rather than defeat the suffrage.

Your Secretary, Mr. Carr, well, his name proclaims a railroad man, and I never knew a railroader who was not averse to curves, and who had not mastered the first problem of geometry and integrity alike: the shortest road between two given points—a straight line. As for your Treasurer, Mr. George T. Bramble, the father of this club, unlike his great ancestor, the immortal George, he cannot only tell one story but a whole volume of the most touching little tales of acts of kindness of the boys to each other, and like all fond daddies is not only proud of their virtues, but of their little vices as well, treasured up both in his mighty good memory, and as Lincoln used to call it, in his poor forgettery.

But your youthful club has now reached the age of long pants, and whether you fit him out with suspender's to cross on his suspension breeches to wider fields of usefulness, or confine him in the narrow belt of old Kensington, be sure to provide him with a deep pocket. For since modern philanthropy has placed its pocketbook on the shelves of the public library, where the indigent may study "The advantages of poverty," there will be a wider field than ever for you to contribute towards their necessaries of life, while the trusts are monopolizing the commodities.

I asked a prominent divine, a fellow passenger on a liner to Europe last summer, "Will the endowment of universities, museums and libraries on the part of the magnates of the trusts foster and encourage philanthropy among the people of limited incomes, or will they look upon these princely gifts merely as the water squeezed out of the common stock, that is to quench the fire awaiting them in another world?" and he replied, "The spirit of self-denying charity derives its inspiration from a higher world, but all the same, in this world, actions speak louder than words, which I can better illustrate by a little incident in my own church. Some years ago we had inaugurated in our Sunday School, the practice of our children quoting some scriptural text as they dropped their pennies into the contribution box, and on the first Sunday in question, a little shaver walked up: 'The Lord loveth the cheerful giver,' and in dropped his penny; 'Charity shall cover a multitude of sins,' and in dropped the next; 'It is more blessed to give than to receive,' quoted the third, and so on. Just then up walked a little fellow with the unmistakable remnants of molasses candy on his chubby face, and as he dropped his cent, he bawled out, 'A fool and his money are soon parted.'"

But there are a great many people in this world who believe that

SUPERIOR GRADES
of
Sumatra, Havana and Domestic TOBACCO
WHOLESALE AND RETAIL
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF **LEAF TOBACCO**
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.

A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND **Shipping Cases**
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar *103* North 2d St. Philada.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAVING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

BECKER'S **TABERNERO** Factory, 1215 N. 9th St. **5c.**

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

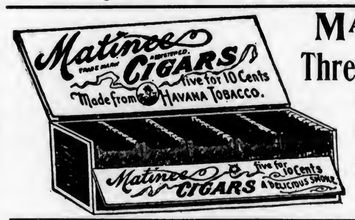
HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,

Sixth & Race Sts. Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**



MATINEE AND **Three Black Kids**

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by

CHAS. GROSS & CO.

Phila., Pa.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.

Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.

PHILADELPHIA.

Factory, 1235--37 Filbert Street,

is open to inspection at all times. Take elevator.

Importers of *New York* *Amsterdam.*

F. & E. Cranz, *Sumatra Tobacco,* *144 Maiden Lane.* *Frascati.*

charity begins at home, and that all mutual relations, outside of the narrow family circle, should be governed by reciprocity, until our "will" is taken for the deed into the Orphans' Court.

The most spontaneous reciprocity I know of generally results from one friend meeting another and asking him to "take something," and yet, while an unwritten law among men sanctions these reciprocal treats, to call them a reciprocity treaty, would be resented as a personal affront by either party.

The United States has not been very fortunate in its reciprocity treaties, ever since its first venture in that direction, with King George III. in 1782, up to the present day, when at the expense of two great American industries, we are about to gratify a sentiment for our Cuban portege, by cutting down the tariff on tobacco and sugar, in exchange for the salt of the earth spilled on San Juan hill in her behalf. We paid Great Britain, in 1877, five and one half million dollars in cash, be sides remitting her four million two hundred thousand dollars in duties, for twelve years use of Her Majesty's colonial fisheries, which Mr. Evarts declared at the time of payment had not been worth one fourth of that price to our fishermen. And that reminds me of a little experience of my own. Last Christmas my wife had sent a fruit cake to one of her neighbors, who almost immediately returned the compliment in the shape of a mince pie, and as it made its appearance on our dinner-table, my better half remarked, "Now you will have a chance to discuss part of the President's message—Reciprocity." But an hour after eating a piece, I told her in strict marital confidence: "Why, that was no reciprocity; that was retaliation."

If I had been born a Millet or an Abbey, I should paint reciprocity in the brilliant garb of Uncle Sam, with the prophetic eye of Lincoln, the benevolent smile of McKinley, and the strong and sinewy arm of Roosevelt, standing on the American shore and holding aloft the model of an American-built boat, inviting all foreign nations to furnish free of duty such component parts as our country does not produce, provided they would buy the boat. And if I had any space left on my canvas, I would have capital and labor shaking hands across the labor-saving machine, which, fortified by free raw material, would maintain commercial supremacy over foreign competition to the one, and steady employment throughout the year, and consequent larger earning capacity, to the other. And above all, I should inscribe this over my allegorical picture, "Reciprocity, the silver lining to the golden rule of the Republic—Protection, Prosperity and Peace."

Little Lives of the Great.

ROBERT E. LANE

Contemplate this metropolitan bee, how he flits from flower to flower, i. e., from store to store, gathering the shekels daily from nine or ten of them and more.

And doing it con amore, at that.

That's Bob's way of being happy. Can any one beat it?

I. BIJUR

Does business in an arm chair. But he does business.

The Kindly fates that made him Kindly also gave his favorite window an outlook to the South, and here this gracious gentleman, grown gray in the service of the creature we call tobacco, gazes out with friendly eyes upon a strenuous world.

He has some strenuous sons, by the way, but they may be left for some future occasion.

EDGAR STACHELBERG

It takes a brave man to advertise his cigars as being the "costliest because the best," an honest one to make the advertisement good, and a smooth one to make the public believe it.

Brave, honest, smooth—in these words you have Edgar Stachelberg's picture.

Is it any wonder he is a Success?

A. NOVOTNY

What do ye lack? What of rarity or price? Is it a cigarette from the Shah's own box? A pinch of the Pope's own snuff? A mouthpiece of amber from the Persian Gulf, glowing like a sun-kissed topaz yet with all the glints of the gold stone? A piece of carved meerschaum done by some dead and gone master who delighted in the tales of high Jove's loves? Leda and the Swan, mayhap, or Europa and the Bull?

Look ye, my masters, an ye have gold in your purses, all these marvels, and many more the mere cataloguing of which is beyond one scribe's power, shall ye find at the shop of this Master Retailer who knoweth so well what is worth garnering for a wealthy and a fastidious public. And ye'll find so large an array nowhere else in all the wide world.

R. & B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK

EDMUND H. SMITH ENOS SMITH

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

Office, 183 Water St.

N. Z. VOORBURGWAL 227 Amsterdam, Holland. NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED. HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

FEBRUARY 26, 1902.

Americanizing Cuba.

Providence is proceeding with the Americanization of Cuba in its own logical and kindly fashion by instilling into the mind of youthful Cuba a desire to emulate American boys in skill at the great game of base ball. On last Saturday's steamer from New York a complete outfit for two base ball nines was shipped to some boys who work on the old Manuel Valle plantation, now owned by Senor Casimiro Heres. This is believed to be the first genuine set of balls and bats ever sent to Cuba. A set of catchers' gloves and masks, base mats, and other accessories will probably be sent to the same set of boys very soon. The gift, it is not improper to say here, is a complete surprise to the boys who are to recieve it. It was prompted in the heart of the giver by seeing the boys on Senor Heres' plantation had, by some means unknown to him, acquired a fondness and an instinctive rudimentary knowledge of the great American game and were playing it in their leisure hours, with bats and balls of their own making. Those who have seen the boys at this pastime say that they promise to develope into very good base ball players.

Before five years therefore, and indeed very much sooner, it will be reasonable to expect that base ball will be as favorite a game in Cuba as it is in the United States, and the next generation of Cubans will be as robust and strenuous as the past generation have been feeble and languid.

To give base balls and bats to Cuban boys is a much more sensible thing to do than to speechify about the alleged starvation on the tobacco and sugar plantations of the island. A good base ball player is apt to grow into a more useful citizen than a prize debater, and what the Latin races need after all is less rhetoric and a more sinewy manhood.

Tobacco buyers in the habit of visiting Cuba regularly, have returned recently with fuller and more detailed accounts of improvements in conditions sanitary, social, and commercial in Havana, and all these improvements are directly traceable to American occupation. No man, even on a first visit to Havana, need now fear yellow fever, nor need his sensibilities dread any shock from sights and language all too painfully frequent under the ancient Spanish regime, and, finally, the tax gatherer is no longer a blackmailer, as he used to be, but a self respecting officer proceeding under laws which are as open to the tax payer as to himself.

Truly, the old order is passing in Cuba and the fairer day which began with the evacuation of Havana by the Spaniards, is brightening every nook and corner of the people's character. Hooray!

An American's Views.

In commenting upon the distressing condition of the people of Cuba, W. C. Schulz, of the F. R. Rice Mercantile Cigar Co., of St. Louis, Mo., who has just returned from a trip to the island to purchase tobacco for his house, says:

"The obstacle to Cuba's renewed prosperity is the want of about $150,000,000 which the Spaniards took away from circulation when the Spanish government was forced to retire from the island. All that money, we can see, is very much missed here, as no money comes to replace it from any quarter.

"Our impression is that if we want the island of Cuba to come up again to its former standard we must reduce our duties to the producers of the island at least 50 per cent. and the time may soon come when we shall have to make an extra reduction if we are to keep the island rich and prosperous."

Mr. Schulz says the tobacco crop this year is very light, owing to the unsettled condition of the people and the general disinclination to labor. The Cubans, he says, work only when they must and the negroes not at all.

The St. Louisan made a tour of the Havana tobacco country, or the Partidos district, and also of the tobacco growing territory in the province of Pinar del Rio. The money being withdrawn from the country, there is not enough capital to permit the growers to raise large crops. Consequently, he says, prices will be high for fine Cuban tobacco.

Mr. Schulz says that life is not safe in the interior of those parts of Cuba, bandits lying in wait to rob or kidnap the traveler. The several years of war and reconstruction seem to have left the island in a deplorable state, though at Havana and other points Mr. Schulz noticed great improvment under the American regime.

The States from the Cigar Man's Point of View.

XXII.

KANSAS.

Once a Kansan, always a Kansan. Here's James H. Canfield, for instance, formerly Professor of History in the State University of Kansas, and now Librarian of Columbia University, just as proud of Kansas as if he still lived there. Hear him chortle: "No State in the Union—outside the original thirteen—has kept a closer hold upon the attention of the country at large. Kansas has never been dull: it has always held the centre of the stage—it has always been at the focus just in time to be thrown up large on the canvas."

All that Professor Canfield says of Kansas in the article from which the foregoing excerpts have been thrown up on the present canvas cannot be quoted here, nor from the cigar man's point of view may the State of which he is so proud be held to be altogether admirable.

And yet there is no denying that Kansas is a good cigar state. Not so good, though, as her neighbor Colorado, and not so good as Alabama. You see, the trouble with Kansas has been that she has been too much in earnest during all her formative years to take the right position toward that kindly agent of civilization and of steadily paced progress, the cigar.

Her ideals have perhaps been stern. Certainly they have not been such as to foster the consumption of cigars. Else why did Rothenburg & Schloss desert Kansas to move into Missouri? The story has it that luckless Kansas, at that time in one of her furies against capital, refused to build a much needed bridge, insisting that the Goulds should make the State a present of the structure. Anyhow the bridge wasn't built. Kansas lost more than she would have saved had the Goulds done her bidding—and the biggest cigar jobbers within her borders moved away. They doubt less have had every reason to be satisfied that they did so, and yet to one who looks at Kansas from the view point of the man who lives by making and by selling cigars the step they felt necessitated to take was a misfortune of its own kind to the State.

Nevertheless, despite the fact that such enterprising and worthy people as Rothenburg & Schloss felt impelled to withdraw beyond her borders, Kansas has done tolerably well by the trade. Not so well as might have been the case had her people been a trifle less strenuous. A little politics is a good thing, but in Kansas the air is constantly so full of politics; her people are so bent upon appropriating the centre of the stage; there are at all times so many folks, some of them really good, more of them but indifferently good, and some of them wholly bad, who are bent upon making a focus of themselves that the cigar doesn't get a decent chance to show what it can do to make digestion easier and the mind saner and more tolerant of incongruous things. Which last observation is equivalent to saying that in the average Kansan the sense of humor is usually lacking to a remarkable degree.

The last census has it that there are in Kansas 169 establishments devoted to the manufacture of cigars and cigarettes, and that the total value of their product is $789,780. According to the census of 1890 there were in Kansas 110 such establishments, and the value of their total product was $534,117. An advance, truly, but not a startling one.

MANUFACTURERS and workmen of the tobacco trade throughout Sweden have petitioned the government to increase the import duties on manufactured tobacco. They allege that foreign tobacco especially American product has brought their industry face to face with ruin, and that large numbers of work people are idle.

Certain members of parliament are preparing a counter proposal advocating the conversion of the tobacco business into a state monopoly and it is thought likely that their scheme will succeed.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

FOR SALE AT A BARGAIN—Leading Cigar and Toby Factory. Does a large jobbing trade; copyright bands; has ten employes. Reason for selling, ill health. Inquire of MARVIN BROS., 2-19-3t Tarentum, Pa.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine, either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

FOR SALE—A new brick Tobacco Warehouse, 123x50 feet, five stories, with basement; modern improvements. For particulars address Estate of Wm. Schoverling, New Milford, Conn. 2-12-3t

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers. Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

FOR SALE.—Ten cases Cigars, cheap. For particulars, address Box 32, Codorus, Pa. 2-26

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO

REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla.

NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

SELLING BY THE MILLION.

"RED BOOK"

THE NEW

Five-Cent Cigar

B. Newmark & Co.

Makers,

NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.

Havana,
Porto Rico,
Sumatra,
Domestic.

Importers and Packers,

No. 228 Pearl Street,

NEW YORK.

Golden Words for Retail Tobacconists

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Feb. 25, 1902.

A retail tobacconist of this city, who has just sold his three prosperous Broadway stores to one of the chain of stores syndicates, was induced the other day to tell the secret of his success in business.

"Most people who tell such a story as I am going to tell," he said, "begin by saying that the secret of success is simple. 'Everything is easy when you know how,' is the way the old saw goes. But my case is different. When I ceased to be a traveling cigar salesman and opened the first of my retail stores I found I was 'up against it, for fair.' I knew all about cigars, of course I knew good ones from bad ones. I knew where to get good ones and I knew how to sell them, and yet I saw failure staring me in the face. I dressed my show windows with care and I knew they were attractive for I could see plenty of people stopping before them to gaze at their contents My walls were covered with the handsomest and newest show cards obtainable anywhere. My show cases were stocked with excellent goods all attractively displayed and, finally, I myself was behind the counter ready to serve whomsoever should come in to buy. And yet there I stood day after day slowly eating up my capital and figuring out how long it would be before I was asking my old employers to take me back again at a lower salary than I had ever before worked for. And yet if you think I didn't sell a fair number of cigars and an average quantity of cigarettes and smoking and chewing tobaccos, you would be in error. I sold plenty of all of these things but there was no money in them to justify a store on Broadway. By and by I tumbled. I realized that I was doing business in New York where everybody loves to spend money not for what he really wants or needs, but for what he thinks he wants. People buy cigars, cigarettes and smoking and chewing tobaccos because they need them, but they buy smokers' accessories simply to get rid of their money and there is more profit in luxuries than in necessities, of course. So I went down town and bought a stock of smokers' accessories, just such things as I thought a money spending crowd would buy. Some of them were fierce. But they saved me from bankruptcy. They did more, they made me prosperous. I didn't buy cheap things, you may be sure, but the handsomest I could find. Some of them were artistic, but of what possible use they could be to those who bought them excepting as adornments for a wall or a table I'm sure I could never guess. I have been selling these things for ten years now and more and more people buy them.

"This is my advice to every retail tobacconist: Keep a good stock of cigars, cigarettes and smoking and chewing tobaccos, but let that end of your business take care of itself. Devote most of your attention to building up a trade in pipes, in cigar and cigarette holders and most especially in what are known as smokers' accessories. These things in which there is always a large profit have a strange attractiveness for the average frequenter of the cigar store and sooner or later he will succumb to it and load himself up with them to his gratification and to your profit."

Asked what were his average daily intakings at one of his stores the gentleman who is being quoted said $100. He added that the gross profit from this volume of sales was about 25 per cent.

***

The bliz knocked biz in the New York leaf market last week. From Monday when 10 inches of snow fell, until Friday afternoon when the storm got in its heaviest work, there were but few shoppers. It was a very depressing week. A general subject of conversation was the disposition of the Cuban reciprocity matter by Congress. Advices received from Washington on Wednesday had it that seven members of the House Committee on Ways and Means were against granting any concessions on tobacco and cigars to the Cubans. Later, after several members of the Committee had called on President Roosevelt and heard his views, which are believed to be in favor of the Cubans, it was given out that Congress would reduce the duty at least 25 per cent. Down in Havana it is believed that the reduction will amount to 33⅓ per ct. On Wednesday evening the big meeting in favor of Cuban reciprocity was held at Carnegie Hall. The meeting, not to put too fine a point on it, was a fizzle, notwithstanding that the speakers were such eloquent men as Burke Cochran, Edward M. Shepard, Edward Lauterbach, and others. They talked generalities. Mr. Lauterbach, who has a number of Havana importers among his clients, appeared to understand the tobacco question as little as the others. The whole discussion was academic and, therefore, not worth

OFFICERS

LOUIS P. SUTTER PRESIDENT

JOHN E. SUTTER VICE-PRES.

ADOLPH SUTTER SECTY & TREAS.

LOUIS A. BORNEMANN ASST. SECTY.

Sutter Bros. INCORPORATED

BOARD OF DIRECTORS

LOUIS P. SUTTER

ADOLPH SUTTER

JACOB SUTTER

JOHN E. SUTTER

EDWARD A. SUTTER

JOSEPH MENDELSOHN

NEW YORK-CHICAGO-ST. LOUIS-HAVANA

THE OLDEST, LARGEST, BEST EQUIPPED, AND MOST COMPLETE LEAF TOBACCO ESTABLISHMENT IN THE WORLD~

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

I. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

listening to. They handle it much better in Water street, because they understand the question better there.

But to return to the market: notwithstanding the reciprocity business the Havana men did a satisfactory business, considering the weather. People bought in larger quantities than they did for several weeks past. There is a general complaint of a scarcity of Vuelta fillers.

A feature of the present business in Havana leaf is the return to favor of Yara. This type has a chance only when the crop is good, which is said to have been the case last year.

In Sumatra and in the domestic types of cigar leaf a quiet business made the record of the week.

***

At the famous tobacco sampling seance in the Holland House last month, one of the brokers called in consultation said to Professor Whitney:

"This is the first time I have ever been asked to sample tobacco in a gold room."

"Ah," answered the Professor, "but then, you see, this is gilt-edged tobacco."

***

Willis J. Barton, representative in Philadelphia and for the South, of the American-West Indies Trading Co., was called to his home in Brushton, N. Y., on February 18 by news of the serious illness of his wife.

***

Capt. M. E. Flaherty on Saturday shipped a set of base balls and bats to some Cuban boys on the old Manuel Valle tobacco plantation, now owned by Senor Casimiro Heres, as a token of his appreciation of their proficiency in the game that makes good Americans of all who play it.

***

A novelty seen on the show cases of the Surbrug Co's. store in the "Evening Post" building on Broadway and Fulton street, is a change pad made with bristles like a clothes brush, but larger. The words Milo Cigarettes are in white bristles, the surrounding ones being black.

***

John J. McGarry, President of the Cuban-American Manufacturing Company, died at his country home, Sunset Hall, Lawrence, L. I., on the morning of February 22, of tonsilitis and pneumonia.

The deceased gentleman, who was in the thirty-fourth year of his age, is survived by his widow and seven children, the oldest of whom is only a little over ten years of age.

He was educated in St. Francis College and the Polytechnic Institute, Brooklyn, graduating from the latter in his nineteenth year. He became associated with his father in his extensive contract work, and also early took a hand in the game of politics. When his father retired from official life in the Schieren-Boody campaign in 1893, he was nominated for Alderman and elected.

His father died in his term and the young Alderman was chosen as his successor in the leadership of the Tenth Ward Democracy. He was re-elected to the Board of Aldermen and in 1897 was chosen councilman from his district. Soon after his election he broke with the Willoughby street managers, who resented his independent attitude.

After one of the most bitter and protracted political factional fights in the history of Brooklyn, Mr. McGarry was deposed from the leadership and John Morrissey Gray, his uncle, installed in his place. Although he continued to live in the Tenth ward he gradually broke away from his political entanglements and for the past two years has devoted himself almost exclusively to business.

Although Mr. McGarry's connection with the cigar manufacturing interest was but recent, he had made many friends, and was recognized as a very useful and foresighted man at the head of the great corporation of which he was President.

It is said he has left a fortune of over $500,000.

The funeral of the deceased took place at nine o'clock this morning from his late city residence, 176 Nevins street, Brooklyn.

***

Julius Becker & Co., of this city have been incorporated with a capital of $330,000, to manufacture pipes and smokers' supplies. The incorporators are Alphonse Koch, Thomas L. Walters and Carl L. Thiele.

***

Jose M. Pendas, of Y. Pendas &

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Alvarez, has started out on his Western trip. The firm is at length catching up with orders.

***

Edwin A. Schroeder, of Schroeder & Arguimbau is on a visit to his corporation's tobacco plantations in Gadsden county, Fla.

***

L. Schmid, of L. Schmid & Co. leaves for Europe to attend the Sumatra inscriptions in Holland, on March 25 on the "Kaiser Wilhelm der Grosse."

***

D. Emil Klein, of E. M. Schwarz & Co., is now the sole member of the firm in charge of affairs at the big factory at Seventy-Third street and Second avenue. Mr. Schwarz is taking a vacation in the South; Mr. Lewin is visiting Mr. Klein's regular customers in the West, and Mr. Joe Wertheim is at Atlantic City for a few days. Monday's mail brought in a very heavy list of orders for the firm's cigars.

Mr. Klein is rapidly recovering from his recent very severe illness. He says that hard work is the best kind of medicine.

***

The German flag in honor of the genial Prince Henry, of Prussia, floats from the windows of E. Rosenwald & Bro., Rothschild & Bro., and L. Schmid & Co.

***

It has been figured out that if Congress enacts a 20 per cent. reduction on tobacco and cigars to Cuba that the American cigar manufacturer will be getting a reduction of $4 a thousand on the cost of cigars manufactured by him against which the Cuban manufacturer will be getting his cigars into the United States at $20 a thousand less than under the Dingley tariff.

***

February, all things considered, was not a very good month for New York cigar manufacturers, the main reason alleged being that jobbers were reluctant to load up while the reciprocity matter was pending in Congress.

The Agricultural Department, in response to representations made by Congressman Jones, of Washington, is considering the advisability of making experiments in raising filler tobacco in the region around Spokane. The Spokane Valley Land and Water Company has offered to furnish land and irrigation for the proposed experiments.

HOW IT IS IN YORK.

YORK, PA., Feb. 24, 1902.

A number of disgruntled tobacco salesmen on Friday determined to discontinue business, for the time at least, owing to the exceedingly inclement weather, and make tracks for home.

The snowy, and at the same time flooded, country roads made visits to those sections impossible, while a very similiar state of affairs in the city made conditions unsavory to business.

The Sutter tobacco warehouse in this city, conducted by I. B. Hostetter, is in close proximity to the Codorus creek, and being so, was visited by the high water, as were many others. Mr. Hostetter was compelled, on Friday at midnight, to remove tobacco from the cellar to the upper stories to avoid damage from the water.

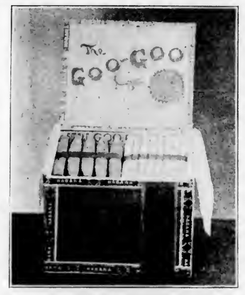
The Myers & Adams factory closed Friday at noon for the remainder of the week, in order to give the employes the full benefit of the Washington Birthday holiday.

Reuben D. Zeck, of North Duke street, received on Wednesday from various farmers in the surrounding sections about 40,000 pounds of the 1901 crop of tobacco. The purchases were made for Baltimore concerns, and the tobacco was shipped to Lancaster for packing. Mr. Zeck received also on Thursday additional deliveries from Lancaster parties.

The first floor of John Minnich's building in Dallastown, formerly occupied as a post-office, is to be used by himself as an office.

Vinton R. Welsh made shipments of his popular brands of Havana cigars to Atlantic City and New York during the past week.

Certificates of incorporation and of organization have been filed with the Secretary of State of Connecticut by the Paul Ackerly Tobacco Company of East Granby. The purpose of the company is the growing, curing and marketing of tobacco. Including all varieties, and whether or not it be grown under shade. The capital is $12,000, of which $2,400 has been paid in. Of the stock Paul Ackerly of East Granby has 400 shares and William L. Linke and Emil F. Linke control forty shares each. The par value of each share is $25 Paul Ackerly is the president, Emil L. Linke secretary and William L. Linke treasurer of the company. These also compose the board of directors.

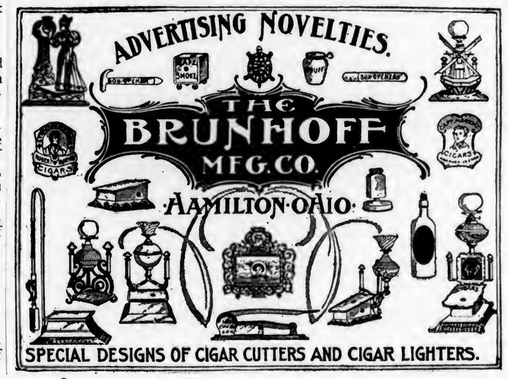


This is the Cigar
that will help you out in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.



J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Weigman Bros., Rabinovitch & Co. L'm'd.
IMPORTERS AND MANUFACTURERS OF
Russian and Turkish *Tobacco & Cigarettes*
OF THE FOLLOWING BRANDS
TRADE EVR MARK *Medjidie, Rubie, Shah, Etc.,* MOUTH OPENING
517 SOUTH FOURTH STREET, PHILADELPHIA, PA

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed-Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Philadelphia Tobacco Pencilings.

All branches of the cigar trade here have felt the effects of the severe weather of the past week. Factory employes during several days were unable to reach their usual places, and consequently factories were running with rather slim forces. The wholesale dealers and jobbers have been greatly annoyed in their deliveries, some of our streets having been almost impassable for a number of days, especially Friday and Saturday, which are usually their heaviest days for delivery.

Frank Teller, of Frank Teller & Co., returned last week from his extended western trip, and reports trade as being only fair. He speaks very encouragingly, however, of the prospects for the early spring, and booked, while away, several nice orders for future delivery.

John S. Geller & Son are now offering an extensive list of special goods, largely from independent manufacturers, with nearly all of which extras are given. For instance, with each thousand of "Match-It" cheroots, which they are selling at $13.50, they are giving 100 "Grand Council" cigarros. "The Grand Council" is manufactured by Richard Bond & Co., of Baltimore. The "Sarkees No. 10" cigarettes they are selling at $7 per thousand, and are advertising them as the only 10-cent brand upon the market that is put up in a square box with a string opener. With 1,000 "Jimp" little cigars at $3 60 they are giving 100 "Sovereign" cigarettes. In the list, however, the "Pathfinder" five cent cigar is held uppermost. The jobbing business of J. S. Geller & Son here is being conducted under the personal supervision of N. T. Weser.

Henry G. Cutler, an enterprising dealer at 208 Arch street, is now placing upon the market "Cutler's Special" five cent cigar, which he is also jobbing to the retail trade. The goods are packed in twentieths, and are made up in Londres. They are manufactured specially for Mr. Cutler's trade by one of the largest and best-known establishments in Philadelphia, and will undoubtedly give satisfaction to his steadily increasing patronage.

Henry Heymann, of T. J. Dunn & Co., has returned to the factory headquarters here. J. C. Heymann, of the same house, is expected back from the South this week. W. P. Bushell, who has joined the selling forces of T. J. Dunn & Co., is covering the New England States, while Gerson Heymann is still in the West. Otto L. Erdt has also been added to the firm's selling force, and will make his headquarters at Denver, from which point he will cover the Pacific Coast.

The heavy snow and an accumulation of ice broke a skylight in the factory of T. J. Dunn & Co. last week, causing some slight damage.

The Hotel Lafayette cigar stand stock, etc., will be sold at auction beginning next Tuesday. The sale will be conducted under the personal supervision of Wm. Nicholson, Jr. The fixtures have been purchased by W. G. Worthington, who will continue business at the old stand until April 1st, after which time he will occupy quarters in the Land Title and Trust Building, Broad and Chestnut streets, until a new building on the present site of the hotel is erected, when he is to be given the cigar stand privileges therein.

E. A. Bowen, formerly a local representative of Spalding & Merrick, of Chicago, Ill., has taken a similar position with the Continental Tobacco Co.

Parham & Duff will this week move their factory to 111 Market street, after a continued business of ten years at the old address, 105 North Second street. The firm will have a retail department at the Market street establishment which had been heretofore conducted by C. C. Heisler, the well known dealer. Mr. Heisler will occupy the upper floor in the building, and will confine himself exclusively to the jobbing of cigars.

S. Wulkan & Co., who commenced business some time ago at

SPECIAL NOTICE

1,000 Cigar maker's stock checks for $2. Also all kinds of job printing. Printing for cigar manufacturers a specialty. Send for samples.
JESSE G. MUMMA,
2-26-2t West Earl, Lancaster Co., Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

628 Race street, have made very satisfactory progress. At the present time they are well filled with orders, having enough to keep a good force steadily employed for some time to come.

Letters of administration upon the estate of Juliana Portuondo, mother of Vicente and the late Juan F. Portuondo, of this city, have been filed, and an appraisement of the estate values it at $50,000.

John H. Boltz and party, of this city, are expected to return from Havana this week, having spent nearly four weeks on the island.

The Hoch Tobacco Co., who are making active preparations to place upon the market a new brand of cut plug tobacco, have already recieved inquiries from dealers in this city who are anxious to handle a line of the same. The goods will be put up under the title of "Brotherhood," and manufactured at the company's factory in Richmond. The Hoch Tobacco Co. and the wholesale and jobbing cigar and tobacco house of Gustav Hoch & Sons, of this city, are two distinct and separate concerns and should not be confounded. The members of the Hoch Tobacco Co. are all experienced and enterprising men, and will undoubtedly make an elegant success of their undertaking. Their financial backing is of the strongest possible kind, and they have every reason for confidence of future success.

Nat. J. Rice, the affable salesman of the R. & W. Jenkinson Co., of Pittsburg, Pa., made one of his perodical visits to the trade here this week, during which time he was busy extolling the excellent qualities of the firm's winners, "Standard" and "Ideal" stogies.

The Paragrapher has learned from the Theobald & Oppenheimer Co. that their business in New York city, in which place an active campaign has been conducted since January 1st, is progressing very nicely, and in fact has far exceeded their expectations. Their New York representative, E. S. Garland, has done some excellent work for them there with the result that the "Wm. Penn," "Royal Lancer" and other popular brands of the house have been successfully placed in six hundred establishments. Geo. E. Spotz, President of this company, will leave for Amsterdam on April 8th, to attend several of the Amsterdam inscriptions.

William McCoach was sworn in as Collector of Internal Revenue for the First District of Pennsylvania on Tuesday, succeeding Penrose A. McClain. The new Collector issued commissions to twenty-five Deputy Collectors, of which number twenty-one were reappointed. The four new deputies were reinstatements of the four dropped immediately after the November election by Collector McClain. The new staff appointed is as follows:—Chief Deputy James H. Wilkes, and Deputies Edward A. Beaumont, reinstated; Jos. Coward, reinstated; Danl. J. McNichol, reinstated; Robert D. Patterson, Henry Johnson, Wm. McDowell, Chas. E. Jenkins, Thomas J. Erbe, Charles E. Freas, Fred. W. Cranston, Clay W. Evans, Wash. Friday, Henry C. Slack, John B. Friel, reinstated, Wm. M. Frost, Jas. E. Kelly, Danl. Drinkhouse, Harry L. Parkinson, Adam Meisle, Charles P. Joyce, John E Burnley, Jas. L. Troxler, Edward Levans, and James Paul.

The products of the El Buen Tono Co., of Mexico and New York city, are being placed before the trade in Pennsylvania as well as in this city. A. B. Cunningham & Co. have placed an order for fifty thousand, and J. G. Shirk, a well-known jobber of Lancaster, Pa., has taken the distributing agency for central Pennsylvania. An extensive advertising campaign has also been decided upon.

The largest haul of cigars made thus far by thieves robbing such establishments was reported as having occurred on Thursday night. A door on the third floor of A. B. Cunningham & Co's. factory, No 1908 North Fifth street, was forced, and 17,200 cigars stored there, valued at $460, were stolen.

Among the visitors in the cigar trade who have been here recently were: J. C. Lengel, of Lengel & Ernst, Reading, Pa., who was introducing the firm's "Floradelphia" five-cent cigar; Mr. Van Balen, now with M. Stachelberg & Co., and Morris Robinson, with Geo. L.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

Can we interest you, Mr. Jobber or Dealer, in an article of value--A money maker for all?
Give us an opportunity to tell you about
Wyoming Elk, 10c.
Lady Mar, 5c. ***CIGARS***
Quality and Price are Right.
PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

THE UNIQUE Creaseless Case Hardened Vertical Top **Cigar Molds**
ARE GUARANTEED TO
OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.
The Sternberg Manufacturing Co.
1702--12 W. Locust St., Davenport. Ia., U. S. A.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN,
METAL,
MUSLIN,
GLASSOID,
CELLULOID, ALUMINUM,
ENAMELOID,
OIL CLOTH,
NICKEL, and
CARDBOARD
of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
HIGH-GRADE NICKEL
Seed and Havana Cigars
York, Pa.
Our Leading 5c. Brands: "Chief Baron" "El Paso" "Kentucky Cardinal" "1303"

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383--385 West Broadway,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

Storm & Co., both of New York, and M. Falk, with Cameron & Cameron, Richmond, Va.

IN THE LEAF CIRCLES.

It has been a dull week for the leaf people, and reports received from salesmen who are now on the road were none too encouraging, because the bad weather naturally interfered with their operations.

A. Eisenlohr, of Freyer & Eisenlohr, of this city, has been recently visiting the firm's warehouse in Wisconsin, and has also done some driving in company with Phil. Bonn, the firm's representative in that State.

Several of the Philadelphia leaf men started out as usual during the early part of the week, but experienced such severe weather that some of them promptly returned to their offices here.

Hipple Bros., who have been more or less active during the present year, are now putting up several moderate-sized packings in Pennsylvania. Mr. Fred. Hipple, of this firm, left for a trip through the State last week, to be gone probably about ten days or two weeks, to look after his firm's interests.

Reports at the office of F. Eckerson & Co. show that Felix Eckerson, who is now in Cuba, has so far purchased several hundred bales of tobacco, some of which may arrive here during the present week.

Julius Hirschberg & Bro. last week closed a sale of 100 cases of old Wisconsin tobaccos to a New York house. M. B. Arndt, Western representative of this firm, has just returned from the West.

Jake Labe, of B. Labe & Sons, who has been on a Western tour for some weeks, will return on Saturday.

George W. Newman, of Young & Newman, is continuing his Western tour, having gone from Ohio to Chicago, and will visit the trade in Milwaukee before his return to this city. A satisfactory business has been received by the firm from M. H. Beck, who is now covering Kansas, while the firm's interests are being well cared for through Pennsylvania by E. H. Miller.

L. P. Kimmig, of L. P. Kimmig & Co., is spending the week in Lancaster, where the firm is putting up a packing of the new tobaccos.

Tom. Stavely, of the John B. Heil Co., is at present on a Southern trip, which may require about three weeks to cover.

D. E. Salomon, who was severely injured in Red Lion some days ago, is now progressing favorably and it is confidently believed that he will soon have recovered his usual health.

Visitors to the leaf trade during the past week have been few. They included S. L. Johns, McSherrystown, Pa., B. H. Sachs, representing F. Hirsch & Son, Boston, Mass., J. Lichtenstein, of New York, and W. J. Lukaswitz, of Wolf & Lukaswitz, Dayton, O.

PHILAD'A LEAF MARKET.

The leaf market of this city has been rather chaotic during last week, and our dealers have experienced no particular demand for any special goods. Only a very moderate amount of business in the aggregate has been done. In fact, the past week has been one of the quietest that has been experienced this year. This seems to apply not only to Philadelphia, but to other markets as well. Dealers, however, are not worried with the comparatively low stock left on hand, although neither the Pennsylvania nor Wisconsin have had a large demand this week. Zimmer is also regarded as good stock, in view of the fact that prevailing high prices are being offered in the field in Ohio.

Of the Sumatra market little can be said, and only a few small transactions have been put on record during the week.

The Havana market remains more or less buoyant in view of the fact that the 1902 crop is likely to be short, and it is not believed that the reciprocity agitation has had any perceptible effect upon the market in the line of Havana tobaccos.

Our Cigarettes Barred.

A despatch from London on Saturday said: The American cigarette invasion, as it is called, looks as if it had ended in smoke, for the present at any rate. Board of Trade returns have somewhat upset ideas as to the value of cigarettes imported from America. The formidable sum of the January imports from the United States was 1,581 pounds, valued at £256 ($1,280)

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Cuban Reciprocity.

House Caucus on the Problem.

Washington, Feb. 25.—The Republican members of the House of Representatives met in conference at 8.15 o'clock to-night, to consider the question of Cuban reciprocity, the Republican members of the Ways and Means Committee having reached an agreement to grant reciprocal concessions of about 20 per cent. There was an unusually large attendance, about 125 Republican members being present. Representative Cannon, of Illinois, acted as Chairman and Mr Loudenslager, of New Jersey, as Secretary.

CHAIRMAN PAYNE'S PLAN.

Chairman Payne, of the Ways and Means Committee, presented a bill on the lines authorized by the Republican members of the committee, as follows:

"That for the purpose of equalizing the trade of the United States with Cuba the President is hereby authorized as soon as may be after the establishment of an independent Government in Cuba, and the enactment by said Government of immigration and exclusion laws as fully restrictive of immigration as the laws of the United States, to enter into negotiations with said Government with a view to the arrangement of a commercial agreement, in which reciprocal and equivalent concession may be secured in favor of the products and manufactures of the United States by rates of duty which shall be less by an amount equivalent to at least 20 per cent ad valorem than the rates imposed upon the like articles when imported into Cuba from the most favored of other countries, and whenever the Government of Cuba shall enact such immigration laws and shall enter into such commercial agreement with the United States and shall make such concessions in favor of the products and manufactures thereof as aforesaid, and which agreement in the judgment of the President, shall be reciprocal and equivalent, he shall be authorized to proclaim such facts, both as to the enactment of such immigration laws and the making of such agreement, and thereafter the imposition of the duties imposed by law on all articles from Cuba into the United States shall be suspended, and in lieu thereof there shall be levied upon all articles imported from Cuba eighty per centum of the rate of duty now levied upon like articles imported from foreign countries. The President shall have power, and it shall be his duty, whenever he shall be satisfied that either such immigration laws or such agreement mentioned in this act is not being fully executed by the Government of Cuba, to notify such Government thereof, and thereafter there shall be levied upon all articles imported from Cuba the full rate of duty provided by law upon articles imported from foreign countries"

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

BENNINGHAUS
Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and
Dealers in all kinds of *Leaf Tobacco.*
Always in the market for Cigar Cuttings.
Correspondence solicited.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers.
Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. H. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

NOTES OF THE NEWS.

M. Debrual is opening a cigar factory at Everett, Wash.

The cigar factory of Emerson Liddel, at Lebanon, O., was slightly damaged by fire recently.

E. P. Rees is to open cigar factory on Waln street, near the Coles House, Wellsboro, Pa.

Strasburger & Loeb, of Oskaloosa, Ia., have opened a wholesale cigar establishment at Albia, Ia.

Chas. Holman has purchased the Hole-in-the-wall cigar store of S. E. Beers, at Owosso, Mich.

C. W. Chapman, of Marion, Ind., has removed his cigar manufacturing business to Warsaw, Ind.

Con. Murray, of Manchester, Ia., is making arrangements to open a cigar factory at Dell Rapids, S. D.

Daniel Otis Salmon, aged 86 years, long engaged in the tobacco trade at Syracuse, N. Y., died there recently.

L. A. Gillespie, a cigar dealer at Lancaster, O., will discontinue and remove to Newark, to engage in the same line.

The Penn Tobacco Co., Trenton, N. J., capitalized at $1,000,000 (paid in $1,500) to manufacture and sell tobacco.

W. L. Sargent has purchased the cigar business of Pallister Bros, at Ottumwa, Ia. The business is to be extended.

Foster Hamilton, of Barnesville, O., has gone to Freeport, O, to join H. L. Major in opening a new cigar factory.

The only exclusive cigar and tobacco store of Mason City, Ia., has just been opened by J. H. Atkinson at 106 South Main street.

Ernest H. Mitchell, tobacconist, New Haven, Conn., filed a petition in bankruptcy. Liabilities, $29,064.62 and assets $2,655.40.

The Moyer & Myers Cigar Company, of Ottumwa, Ia., has been incorporated with a capital of $35,000, by D. F. Moyer and Ira A. Myers.

The stockholders of the American Tobacco Company will hold their annual meeting in Jersey City March 12. Books close February 19 and reopen March 13.

The Central Lake (Mich.) Cigar Co. has undergone a change. C. Barry is now sole proprietor having purchased the interest of Joe Derlin, his former partner.

Lee Diamond, formerly of Diamond & Clark, Hartford, Conn., has connected himself in business with the leaf firm of Emery, Bemis & Co., of Boston, Mass.

The Baxter Kearns Mercantile Company has decided to establish in Colorado Springs, Col., a cigar factory. Only union men will be employed in the factory.

Davis Bros., cigar manufacturers at Oskaloosa, Ia., have purchased a new building, at a cost of $6,000. An up-to-date retail department and smoking room will now be provided.

At a special meeting of the American Cigar Co. held February 7th, the resignation of George J. Smith, as Treasurer was accepted and B. H. Homan was elected his successor.

The cigar and tobacco store of Geo. Palmer, at 231 East street, Oakland, Cal., was robbed of its entire contents recently, not as much as a cigarette having been left.

The cigar store of J. Woolfolk on South street, Denver, Col., has been purchased by Wade & Young, who will continue the store in connection with their other store in the Masonic Temple.

A. A. Hancock & Co., have purchased the cigar and tobacco business of Bernard Kopf, 1225 Pennsylvania avenue, Washington, D. C., Mr. Kopf having removed to Boston.

The Automatic Cigar Cutter and Lighter Company, of Des Moines, Ia., with a capital of $15,000 paid in, filed articles of incorporation. The company will manufacture cigar cutters and lighters and tobacconists' supplies.

The J. Goos Company, of Davenport, Ia., which recently took possession of a new factory building, is now expanding its trade rapidly, and will soon be employing 150 people.

A $10,000 fire loss has been sustained to the premises 72 Rickert avenue, Buffalo, N. Y., occupied by Burger & McArthur, cigar manufacturers. An overheated stove was the cause.

James Ralston, proprietor of the Mantello Cigar Factory, at Benton Harbor, Mich., has purchased the Blue Ribbon Cigar Company, operated previously by Northup & Trowbridge.

The Oscar C. Hene Company, recently located in Cleveland, will open a cigar distributing agency at Waterloo, Ia., which will be in charge of Bert W. Hene, a brother of the head of the company.

Julius Weil, a well-known cigar and tobacco dealer at Altoona, died last week of pneumonia, after a brief illness. He was 65 years of age and is survived by a widow, two sons and two daughters.

The cigar stand of V. B. Clark in the Vendome Hotel, Minneapolis, Minn., was destroyed by fire last week, resulting in a loss of about $2,000. An insurance of less than half that amount was carried.

Guido Cigarette Machine Co., of Camden, N. J., incorporated with $250,000 capital, to manufacture cigarette machinery. Incorporators were E. A. Corbin, C. H. Jefferd, E. A. Corbin, Jr., Andrew P. Lore, and Henry I. Budd, Jr.

The South Norwalk, Conn., Cigarmakers' Union took action at its last regular meeting on the matter of an imitation union label that is being circulated in the town of Norwark, on a brand of cigars brought in from out of town.

Spaulding & Merrick, of Chicago, Ill., have taken a New Jersey charter at Jersey City, N. J., at a capital of $100,000. Incorporators were C. C. Dula, Frank H. Ray, P. S. Hill, J. F. Wilcox, H. D. Kingsburg, M. S. Watts, and M. E. Finch.

Charles L. Koch, a local cigar manufacturer, of Seattle, Wash., was acquitted by a jury in the federal court of violating the revenue laws in displaying in a retail store connected with his factory 450 cigars in boxes containing no revenue stamp. The evidence tended to show that the room was not used for retail purposes, and was, in fact, a part of the factory where the goods were manufactured.

The cigar, tobacco and pipe house of F. Abraham & Son, of Boston, has been succeeded by Ehrlich & Kopp. Mr. Ehrlich is a son-in law of Mr. Abraham, and Mr. Kopp is from Washington, D. C., where he has for some time conducted a cigar and tobacco business.

F. S. Meiskey, formerly associated with his brother H. S. Meiskey, in the cigar manufacturing business at Lititz, Pa., will remove to Iowa City, Ia., where he will engage in the same line with George Swords, who has been in business there for some time.

The Ohio Leaf Tobacco Packers' Association held a meeting in Dayton on Tuesday last, and elected officers for the ensuing year as follows: President, W. W. Hales; Vice-President, A. H. Reeder; Secretary, William Lukaswitz; Treasurer, W. P. Sunderland.

William Lamkey is under arrest, charged with embezzling $150 from his employer, Julius Glick. He was employed as collector for Glick, who conducts a tobacco business at Loraine, O. Mr. Glick was formerly in the cigar business in Philadelphia, removing from there to Cleveland, O.

The John T. Donohue Cigar Co., of Akron, O., have replevined a quantity of cigars sold to Joseph Spalla, who, it is alleged, then sold his business without paying for the cigars. The new owner of the Spalla business has brought suit for the recovery of the goods, saying he paid Spalla for them.

Judge Stockbridge, of the Circuit Court, at Baltimore, Md, has signed an order appointing Charles A. Meister receiver of the Fulton Cigar Company, the bond being fixed at $400. The appointment was made on a bill filed several days ago by Harry C. Scherer, assignee of Otto Bregenzer, and by consent of the respondent company.

The Rochester (N. Y.) Cigar Manufacturers' Protective Association was formed last week, and a temporary set of officers were elected. David Harris, Joe Phillips, Charles Lintz, Patrick Maher, John T. Farlow, Robt. Walls and John Wesp, were appointed a committee to draw up a set of resolutions for the next meeting when a permanent organization will be formed and regular officers elected.

A number of the girls employed at the branch factory of the American Tobacco Company, at 121 East Eighth street, Cincinnati, went on a strike because the managers changed them from making che-

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed & Havana CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
We employ no traveling salesmen, but deal directly with the wholesale trade.
East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

roots to rolling cigars, at which they could only earn half the wages they had been getting. The company's managers say they are overstocked with the cheroots and had no other work for the girls than that they gave them and could not afford to pay the scale they insisted on.

The Lilies Cigar Company, of Kalamazoo, Mich., which is practically identical with Lilienfield Bros. & Co., of Chicago and New York, is contemplating large extensions to its premises, which will double its present capacity. An order was recently booked for 1 000,000 cigars of their "Azores" brand, but which is to be gotten up under the title of "Monsieur Beaucaire," for Berdan & Co., of Toledo The negotiations were successfully concluded by Sam T. Goldberg for the Lilies Co.

Mr. Myers of Montgomery, O., has received a petition from 200 tobacco raisers and farmers in the Miami valley, asking him to introduce a bill providing for the establishment of a branch of the state agricultural station in the Miami valley to carry on experiments in the raising of tobacco. Neither the Wooster station nor any of its branches do anything in this line Mr. Myers will soon introduce the measure. He believes it will do much to advance and stimulate tobacco growing through the State.

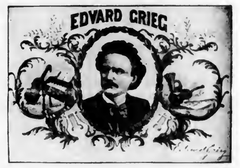
Secretary George R. Maude of the Connecticut Valley Tobacco Growers' Mutual Insurance Association has filed his annual report with the insurance commissioner. The business of the association for the past year amounted to $62,000 and the sum received in premiums was $3,095.33. The total losses incurred, all of which were paid, aggregated $2,017 50, and there was left a balance on hand for the coming year of $2,511.35. The association is a mutual one, formed for the purpose of indemnifying tobacco growers for damage to their crops by hail.

The trouble at the cigar factory of Schiele Bros. & Moreland, of Colorado Springs, Col., whereby twenty-six union men are idle, has been appealed for settlement to the president of the Cigarmakers' International Union by Charles Schiele, manager of the firm. The men disputed the right of Mr. Schiele to engage new employes in the East, claiming that the secretary of the local union should supply all cigarmakers. Mr. Schiele recently engaged three union cigarmakers in St. Louis, and the old employes refused to work with the new hands because their secretary had not been consulted. They threatened to strike, whereupon they were discharged. Mr. Schiele says if the president of the Cigarmakers' International Union upholds the action of the men, he will convert his factory into a jobbing house. An order has been placed with an eastern factory for 100,000 cigars.

A newsgatherer in San Francisco last week considered it worth while to telegraph across the continent that several ladies had smoked cigarettes in public at the Palace Hotel.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: *YORK and YOE, PA.*
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars

The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Feb. 25, 1902.

The local leaf market continues rather quiet. Sales are being constantly made, but purchases are in small lots. From all reports buying of the new crop is continuing at a rather lively rate. The receiving of tobacco, for which Friday is set apart as a special day, was greatly interfered with last week owing to the severity of the weather, yet warehouses are being rapidly filled up, and additional hands are being put to work by a number of packers.

Some further experiments are to be made this year in the growing of wrapper tobacco under canvas, which will be conducted under the direction of the State Board of Agriculture. Several farmers are expecting to do some experimenting on their own account. A letter recently received from Prof. Milton Whitney, chief of the Division of Soils Department of Agriculture, may be of some interest to experimenters. He says:

"Our experience has been that shade cloth for tobacco culture must have sufficient strength to withstand the severest storms of the season during which it is to be used. The GB cloth used last year protected the plant from the cyclone in Connecticut, and the only cloth that required replacing was the lighter weight goods. In one case we used cheese cloth, which proved practically useless, as it did not withstand the wind.

"The GB cloth proved of the proper weight and strength, and with the improvements suggested by Mr. Floyd, and embodied in the Ariel tenting cloth, it would seem to have the qualities to insure the plants against damage from wind and hail. Moreover, it seems quite probable that it will be safe for use in two consecutive seasons."

Cigar making has resumed greater activity during the past week in several sections of this county. At Akron several factories have been increasing their force, while others have resumed full time operations.

The winter season is acknowledged to be a dull period in the stogie trade, but this does not seem to be the case with John Slater & Co., of this city, who have been fairly busy throughout the winter. They have recently made shipments of 100,000 in a single day.

Henry Lichtenstein, of the Lichtenstein, Cerruti Co., of San Francisco, Cal., manufacturers of cigars and distributers of Eastern made products, was a recent visitor here, and left several substantial orders for goods. Among the manufacturers thus favored is S. R. Moss, of this city.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

THE TRADE IN READING.

READING, PA., Feb. 22, 1902.

The local trade has brightened up somewhat, and some of the leading factories are quite busy. Several have put on more hands, and the outlook for a bright spring trade is more than encouraging. Owing to the thorough organization of the workingmen of this secton the demand for union label cigars has greatly increased, and almost every cigar store and hotel in the city carries them. M. Steppacher, has the largest union factory in this city and manufactures a large line of goods.

John G. Spatz, who is now traveling in the West, has sent in quite a number of large and encouraging orders, and expects to be home about March 1st.

M. E. Bortz, who formerly kept a cigar store at 1113 North 9th street, moved to 1147 North 9th street, which place he purchased and remodelled. It is a three-story brick building with a frontage of 15 feet. He had an open front put in position with display windows, hardwood counters, wall cases and nickel-plated show cases. He will carry a full line of cigars and tobacco.

H. H. Roland moved his cigar factory from 23 South 9th street, to the second floor of his cigar store at 856 Penn street. He manufactures several popular registered brands.

THE TOOL OF ALL TOOLS

As a progressive cigar maker, you are naturally interested in the tools which will increase your output, better its quality, and reduce its cost per thousand.

We want to assure you that the DuBrul Dieless Suction Table is the tool of all tools—the latest and most important development in cigar making equipment.

There isn't any doubt about the value of the Suction Table. The Suction Table is not a machine in the strict sense of the word, but a tool.

A machine cannot make good cigars. It takes brains and that is one thing you can't get from mechanical source.

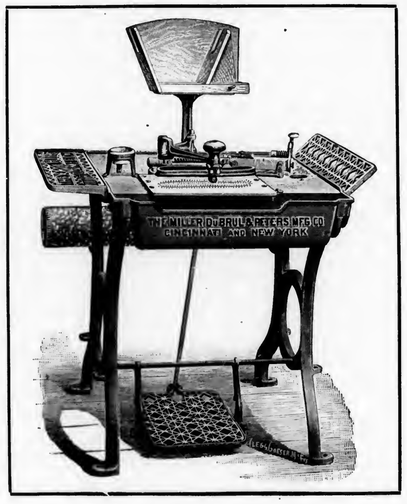
A machine cannot fit a wrapper properly to the bunch, nor put a really good head upon a cigar. A machine does the same thing over and over again without regard to the condition of the bunch, and no two bunches are likely to be precisely identical in size and conformation.

To make a good cigar you want hand-work, and the Suction Table gives you hand-work, done quickly and easily, but satisfactorily. It gets more wrappers out of the stock, stretches them better and enables the operator to make a better looking job and put on a wrapper that won't have pockets and won't unroll when smoked.

The objection to Suction Tables has always been the dies and rollers. It takes time and money to keep a set of dies and rollers doing decent work, and, as the tendency is always toward dullness, a certain percentage of wrappers will always have a white streak at the edge, another percentage will be ruined by being picked up by those rollers, and still another percentage will be ruined by bad cutting on the mashed ends of any die.

The DuBrul Dieless Table does away with all this—removes every possible objection to a Suction Table.

The cutting is done by a circular knife which needs no adjustment and is easy to keep sharp. You always get a good, clean edge. After the cutting is done, the knife is swung back out of the way so that the operator can have clear sailing, just like the ordinary board. This induces palm-work instead of finger-work and simplifies cigar rolling so that the operator learns very quickly to turn off much more and better work than could otherwise be done.



The increased output and better looking cigars, and the saving in wages soon pays the cost of the DuBrul Table and you have a money-maker and a money-saver that can always be depended upon to do good work for you, without constant annoyance and distraction of the foreman from his duties of superintendence.

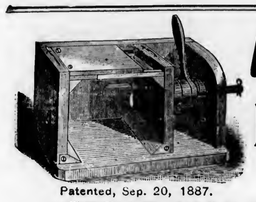
There may arise in your mind certain questions you would like to have answered about this Table. Why not write those questions as they occur to you and send them to us? Our answer will interest you.

And if you won't have anything but a Die Table, look into the merits of our machine, "die beste was es giebt" of that kind. You can see both styles at our office.

Ask for Booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO
1 Madison Avenue, NEW YORK CITY



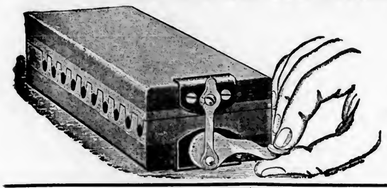
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

H. F. Fidler, senior member of the firm of H. F. Fidler & Co., cigar manufacturers at Womeldorf, is on a week's business trip through the northern section of the state in the interests of the firm.

George A. Fichthorn, who formerly conducted a cigar store at 28 South 6th street, opened a cigar and tobacco store at 313 Spruce street. The place has been fitted out with new shelving and counters and has been repainted. All of the leading brands are kept.

William W. Prutzman, manufacturer of the "Greater Reading" cigar, 106 North 5th street, returned from a two weeks' visit to Porto Rico, where he looked over the tobacco business with a view of locating there. Mr. Prutzman has not yet decided upon what he will do.

Last week a local firm mailed 32,000 letters at one time, and it made a hard day's work for the post office people. The firm sent a box of cigars to the post office for each mail carrier, with its compliments. The gift was greatly appreciated.

In the windows of C. Breneiser & Sons, cigar manufacturers, 7th and Penn streets, the Monopol Tobacco Works has an interesting exhibit of a reproduction of the electric tower at the Pan-American Exposition at Buffalo. It is five feet in height, and is illuminated by electricity. It is used to advertise the Egyptian cigarettes made by the Monopol Co., for which Breneiser & Sons are the sole distributers here.

At the last meeting of the Cigarmakers' Union of Reading the use of the union label was granted to William H. Redcay, for his cigar factory at 7 North 9th street. Resolutions were adopted asking Congressman Green and Senators Quay and Penrose to vote for the re enactment of the Chinese Exclusion act.

Three firms, the M. S. Taylor Tobacco Co., George W. Green and M. H. Taylor, have signed the new wage scale which was recently submitted by the members of the Tobacco Workers' Union, of this city. It gives the hands employed in these factories a very substantial raise. In the pay of some it amounts to an increase of over $2 per week.

POMPEY.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Esperanza" and "Mexico."

CIGARS	cases
G. S. Nicholas, New York	27
Park & Tilford, New York	24
B. Wasserman, New York	20
S. S. Pierce Co., Boston	13
Acker, Merrall & Condit, New York	12
W. A. Stickney Cigar Co., St. Louis	7
Morten & Co., New York	5
M. A. Gunst & Co., San Francisco	5
Waldorf-Astoria Segar Co., New York	4
George K. McGaw & Co., Baltimore	4
Faxon, Williams & Faxon, Buffalo	3
Best & Russell Co., Chicago	3
Grommes & Ulrich, Chicago	3
Duncan & Moorhead, Philadelphia	3
Sprague, Warner & Co., Chicago	2
D. Loughran, Washington, D. C.	2
Thebaud Bros. New York	1
C. E. Perkins & Co., Boston	1
F. R. Rice Merc. Co., St Louis	1
T. Wright & Co., St. Louis	1
A. L. Cohn, Seattle, Wash.	1
Total	142
Previously imported	837
Imported since Jan. 1, 1902,	979

LEAF TOBACCO	bales
Sutter Bros., Chicago	277
Schroeder & Arguimbau, New York	263
F. Oppenheimer & Co., New York	261
American Cigar Co., New York	126
Sutter Bros., New York	126
J. Leopold & Son, New York	121
A. Cohn & Co., New York	120
A. F. Rico & Co., Boston	113
S. Auerbach & Co., New York	100
F. D Graves, New Haven	100
Rothschild & Bro., New York	100
I. Bijur & Son, New York	91
Hinsdale Smith & Co., New York	89
Guedalia & Co., New York	84
E. Arendt & Son, New York	80
E. Hoffman & Sons, New York	75
F. Alvarez New York	70
G. Salomon & Bro., New York	67
S. L. Goldberg & Sons, New York	66
J. Vetterlein & Co., Philadelphia	63
Ghio & Rovira, New York	60
Geo. V. Watson & Co., New York	44
Perez, Rodriguez & Co., New York	42
Voneiff & Vidal Cruz, Baltimore	42
B. Diaz & Co., New York	33
D. Hevia & Co., New York	33
B. Perlman & Co., Baltimore	32
J. Hirschberg & Bro., Philadelphia	25
Steindler Bros., New York	21
Hinsdale Smith & Co., Cincinnati	19
E. Regensberg & Sons, New York	16
Yocum Bros., Reading	11
J. Cosio, New York	9
B. Hyman, New York	9
Fonseca Bros., Boston	6
Crump Bros., Chicago	4
R. Mayers, New York	4
Calixto Lopez & Co., New York	3
Rawak-Theis Cigar Co., St. Louis	2
Total	2,807
Previously reported	13,293
Imported since Jan. 1, 1902,	16,100

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

America not to Blame.

George M. Jones, a weathy property owner whose family resides on Clymer street Brooklyn, and who owns an extensive tobacco plantation called the "La Nuez" farm at La Salud, Havana Province, Cuba, recently wrote an interesting letter on the Cuban situation to H. L. Gassert, of 102 Garfield place, which in part is as follows:

"This has been another hard year on farmers here, four months have passed without any rain to make ordinary crops and the tobacco crop grow, so it will be hard times with the tobacco planters. With sugar planters it will not be so bad, for the sugar cane does not need rain in the grinding season from November on. It would seem from reading the New York papers that the island of Cuba is the most important point in the world at present and that the Americans are the cause of their present poverty. Why, when the Spanish flag floated over the island and the American markets did not take their sugar and tobacco crop at good prices, the Cuban planters of sugar cane and tobacco were always in more or less poverty. If you combine the results of warfare and the low prices allowed the world for sugar and more or less for tobacco it will be difficult to see where we are responsible for their poverty or that we are to take the bread out of the mouths of our own farmers to help along these Cubans who care little or nothing for us after all that has been done for them, only to want more and still more and never expect to say even thank you for anything that has been done or will be done for them. We should protect our own first, last and all the time. Annexation will come about without us seeking it. The island of Cuba and its population are not large enough to support a republic with all the necessary fixings attached. Thus the Cuban republic will start out poor, and let me assure you it will continue poor until finally it will appeal to the American nation to take her out of poverty and provide for her future. Then the annexationists will raise a cry after accepting the proposition that it was all done to benefit the American people and her interests."

Mr. Jones has been in Cuba ever since the war and Mr. Gassert, who is a retired tobacco merchant, says his opinion is worth considering. George M. Jones was for many years a large wholesale dealer in tobacco in New York.

MANILA cigar makers are evidently hastening to take advantage of free trade with the United States, before Congress can pass the pending tariff bill. It is reported that 2,000,000 cigars are now on the way, and that ten times as many are to be shipped before spring. These goods, it is said, cost about one fourth as much as the domestic product, and there are many American smokers, who having had an opportunity to taste them that have grown to like them, and it is not beyond the line of possibility that if such opportunity is continued the importation of cigars from the Philippines may increase but possibly to the detriment of our home industry.

Western Tobacco Reports.

MIAMISBURG, OHIO.

Since our last issue several concerns have contracted for considerable of the new Zimmer at 10 cents through, and one in particular booked a few crops at 10½ cents and 11 cents, and then retired from the market "because the price was too high." Such tactics deceive only the uninitiated, experienced growers readily recognizing such a move as an attempt to block the market for those who are willing to pay the established price of 10 cents. The activity has somewhat subsided at present, but is liable to break out afresh with the advent of milder weather, when stripping may again be resumed.

Nothing of consequence is being done in old tobaccos.—News.

EDGERTON, WIS.

The conditions surrounding the movement of the new crop remain about as heretofore recorded in this column, except possibly there has been fewer sales the past week than the previous ones. Buyers are riding the growing districts and picking out choice lots at about former quotations, but the asking price of farmers precludes a general movement of the crop. Thus matters seem likely to be tied up for some time to come. In some localities there are evidences of a concession being made in prices but scarcely enough to induce liberal buying.

The Connecticut Valley tobacco recently purchased to be handled in this state has commenced to arrive. Dealers who have examined it are more than pleased with the quality and the price it was bought at. This tobacco will be carefully assorted and some of it force-sweat for an early market.

The market for old leaf has lapsed into very quiet methods. No large transactions are reported and dealers begin to realize that they are asking outside figures for their goods, else there would be larger sales. Frank Baines sold 160cs of 1900 binders.

A good deal of assorting is now being done among the experienced growers who have about given up hope of selling their crops in the bundle.

Shipments, 810cs.—Reporter.

JANESVILLE, WIS.

There is but little change in local tobacco market conditions. A half dozen local buyers are riding the coutry but make but few purchases. The buyers and farmers do not get together regarding prices. The buyers pay current prices for such of the tobacco as suits their fancy but they claim that much of the tobacco grown in this section is fit only for export, and must be bought for export prices, from 3 to 6 cents. Many of the farmers do not seem willing to accept these figures and so sales are few and far between.

A disturbing element in the export market is the fact that Brazil grew an unusually large and good crop last year which enters into competition with our tobacco in foreign markets. This is one reason why local dealers are slow in taking hold of the cheaper grades of last year's growth.

In old goods sales are still confined to the usual number of small sales to manufacturers, although Chicago parties have been looking our market over.

T. A. Downs, of Liverpool, England, was a visitor to our market this week.

Henry Friedman and Capt. Campbell, of J. Friedman & Co., Chicago, were in our market yesterday looking for old goods.

John Soulman made a few purchases in Vernon county this week.—Farm and Home.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of new tobacco this week were 317 hhds.; offerings on the breaks 16 hhds.; public and private sales 26 hhds.

Market quiet and dull, but sellers are firm holders, waiting for the usual regular demands to enter the market.

The loose tobacco market is quiet, partly from the cold weather, and partly from the near exhaustion of offerings of loose crops.

The Italian agents, and those of the "Consolidated Tobacco Co." have cut a noticeable hole in the crop, and the latter may presently "seek pastures new."

Quotations:

Low Lugs	$4.00 to $4.25
Common Lugs	4.50 to 4.75
Medium Lugs	4.75 to 5.00
Good Lugs	5.00 to 5.50
Low Leaf	5.25 to 5.75
Common Leaf	6.00 to 7.00
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.50

HOPKINSVILLE, KY.
M. D. Boales.

We again report no breaks for the week. Warehousemen are holding off until orders are placed with brokers, not caring to open, inspect and reject offerings. Weather continues unfavorable—sleet and snow have covered mother earth for the past three weeks. Loose tobacco deliveries at factories fair. Continued activity prevails for loose tobacco at unchanged prices, 6 to 8c crop round. Estimated 90 per cent. of the crop sold. Old tobaccos are in better request. Sales 66 hhds Lugs, 5 to 5½c, privately. Stocks are running lower, but small lots of any grade from Common to Medium Leaf and Medium to Good Lugs can be had at 4¾ to 5½c for Lugs, and 5½ to 7½c for Leaf. No sales of new, and quotations not admissable.

Receipts for the week, 275 hhds; year, 1,255. Sales for the week, 66; year, 125.

Stemmers and rehandlers should look out on breaks for soft order tobacco at bargain prices.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

J. M. McGUIGAN
5 CENT BRANDS
Light Horse Harry
La Calinteria
Cassandra
Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a.

They are on Sale Everywhere.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN CIGAR BOX LUMBER,

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

J. L. & M. F. GREENE,

PACKING HOUSES Janesville, Milton, Albany, } Wis

PACKERS OF LEAF TOBACCO

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

Reading Pa.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of the Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

Langhorne. 13,591.
For cigars. Registered February 15, 1902, at 9 a m, by F. W. Taylor, Philadelphia.

Pure and Swift. 13,593.
For cigars and tobies. Registered February 18, 1902, at 9 a m, by W. P. Lozier, Mt. Pleasant, Pa.

Overholt. 13,594.
For cigars. Registered February 19, 1902, at 9 a m, by Dewan Bros, Phœnixville, Pa.

The National Rider. 13,595.
For cigars. Registered February 19, 1902, at 9 a m, by the Fleck Cigar Co., Ltd., Reading, Pa.

Rose O. Cuba. 13,596.
For cigars, Registered February 19, 1902, at 9 a m, by the Fleck Cigar Co., Ltd., Reading, Pa.

Penn Traffic. 13,597.
For cigars. Registered February 19, 1902, at 9 a m, by the Fleck Cigar Co., Reading, Pa.

High Light. 13,598.
For cigars. Registered February 19, 1902, at 9 a m, by M. Goldberg, Philadelphia.

Radama I. 13,599.
For cigarettes and smoking tobacco. Registered February 20, 1902, at 9 a m, by Weigman Bros., Rabinovitch & Co., Ltd., Philadelphia.

Radama II. 13,600.
For cigarettes and smoking tobacco. Registered February 20, 1902, at 9 a m, by Weigman Bros., Rabinovitch & Co., Ltd., Philadelphia.

Cello. 13,601.
For cigars. Registered February 20, 1902, at 9 a m, by John H. Magee, Philadelphia.

Lady Hilma. 13,602.
For cigars, cigarettes and tobacco. Registered February 21, 1902, at 9 a m, by Ira J. Shelley, Altoona, Pa.

REJECTIONS.

"Aetna," "Marvel," "American Gentleman," "Quo Vadis," "Ansonia," "Londonderry."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

Standard Vender, Patent Seal, Karnak, Golden Dude, Golden Sport, Thad. Sower, 293, The Soverane Herbe, Red Trunk, La Cuteah, Design, Saddleback, La Facinata, Quanah Parker, John P. Hale, John Brooks, Strongback, Candlestick, Lucienne, Egyptian Gifts, Success Winners, Adders, Arrius, Egyptian Nameless, Royal Cut, Onwego, Big Jack, Mozie, Enjoy, Uncle Dennie, Turkish Run, Egyptian Run, Natural Run, El Nola, Prince of Egypt, Colorado Short Line, Royal Browns, North American Skat League, La Evie, Golden Apple, Charles Hawtrey, Coffee Cup, Critic League, The Kansas Missouri Hotel Men's Association, T. K M. H. M. A., Ottoman, El Plumito, Smyrna, Bashi, La Rosa de Colorado, Regina de Favoritas, Regina de Aroma, Jay-Bee, Amora de Favorita, Favorita de Aroma, Legislative Tips, Star Attraction, Symbol, Overton Park, Dagalidad. Bonadea, Hotel Oregon, Cherokee Park, Chickasaw Park, Home Smokers, Sweet Erin, San Juan Hill. St. Louis World's Fair Emblem Orienta. Vameri, Ameri, Kappa Gramma, Kappa Phi, Buena Vista, Buena Vista Cigar Company of Porto Rico, El Brabanto, Miss Hale, Catching Black Bass, Boston Market, Deedeecee, D D C, City of Fulton, Reaper King, Turkish Signal, Gadzounds, Cuban Bird, Torcida, Tipped Off, El Mino, First Delivery, Aroma de Tampa, El Lupus, El Arus, Corunus, La Flor Nacional, La Commantia, Eight Brothers, Geraldine Farrar, Groton, Orangeite, La Flor de Gladina, Kid Herman, Bachelor's Love, Stamp of Approval, Vueltaroma, Busy Bee, The Moraine, Lord Delaware.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

Sales of tobacco have not been quite so numerous the past week as the previous weeks, for the reason that the growers were so frightened by the stories of the packers' telling. We wonder that such a condition should ever have gained any credence among the growers. They acted like a flock of sheep when one is frightened. They all seemed to participate in the fright and became so anxious to sell for any old price that they fairly tumbled over each other in their senseless haste, and so rushed about with samples of their crops, ready to take any offer they could get.

We would like to have the farmers combine in each town, assort their own crops and have a committee to dispose of it. Some plan could be devised that would help the growers. If five or six influential men in each town would start the union going, they would thus help the smaller growers. They could have meetings and talk it over and disseminate information relative to the market conditions, and many other things of great interest relative to the buying of fertilizers, modes of culture, as well as the curing and disposing of the crop.

It is in the bounds of reasonable expectation that the light-colored wrappers that have been bought at almost filler rates will sell at from 65 cents to $1 a pound, and that as soon as through the forced sweat. We have before us two circulars issued by jobbers, and they both ask 85 cents for the best, and 80 cents for the next grade, and for medium quality 60 to 65 cents, and good, but dark, 40 to 50 cents.

Our correspondents write:

"The Buffalo packers bought at

TRADE will Follow

the introduction of the

HIGH GRADE SEED & HAVANA CIGAR

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

The Horwitz Cigar Co.

224--6 W. Camden St.

Baltimore, Md.

Manufacturers of these Leading All-Tobacco LITTLE CIGARS:

STAPLE

15 Cent Package

JIMP

5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.

Sold to the **Wholesale and Jobbing Trade only.**

SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods. Correspondence invited.

Warehouse Point tobacco of J. Ellis, 6 acres; L. Stoughton, 6 acres; William Lord, 12 acres, and Mr. Trumbley, 8 acres, all in the bundle; prices said 14 to 16 cents. They also bought at East Windsor, Ct., one lot of 14 acres, one of 4 acres, one of 10 acres and one of 12 acres, prices not stated."

Sunderland: "No sales of tobacco this week. Growers of tobacco have waked up to the fact that many have sold for far too low prices, and that it is better to sort their crops, and find out the exact condition of the stock before selling. The buyers offered from 18 to 22 cents for the crops when harvested, but now won't take them for more than from 7 to 10 cents. This is altogether too much of a shrinkage. Much of the leaf is still good, and of fine quality. We expect the growers will do just the same thing next fall, and sell at the same figures without anything paid to bind the bargain. What fools we farmers are!"

Conway: "I have a few more sales at pretty low figures: J. M. Stearns & Son and A. S. Eddy, to a Wisconsin party, and W. Pulsifer, prices ranging from 5 to 10 cents. The buyers seem to want tobacco pretty bad. There were as many as four in town in one day."—American Cultivator.

BALDWINSVILLE, N. Y.

No buying has been reported during the past week. The roads having been in an almost impassable condition on account of the severe storm has prevented the buyers from riding. A few crops were delivered the latter part of last week, which had been previously purchased. The warehouses where the new crop is being handled have had enough tobacco on hand so that the assorters have been kept at work. Max Stern, of New York, was here Saturday in the interest of his firm, Lewis Sylvester & Son, and Geo. D. Erisman, of Lancaster, Pa., has been registered at the Seneca House. He has looked at a few nearby crops with the veteran buyer, Wm. Ward. —Gazette.

Snuff Taking in London.

When it was recently suggested in one of the society papers of London that there was to be a revival of snuff taking, the idea was scouted in social circles, but there can be no longer any doubt that the habit is growing very fast, particularly among young men, though it has not attained that dignity of former days which is now seen depicted through the medium of paintings and the stage.

"The tendency," said Mr. Evans, of a two-century-old house of snuff manufacturers in the Haymarket, "is now to carry smaller snuff boxes than formerly, but snuff is carried by a far larger number of persons. The old snuff takers—the Sir Peter Teazles and Lord Peterhams of earlier days—used to favor plain snuff, but the new snuff taker of the twentieth century is affecting perfumed snuff. He likes the scent as he applies it to his nose, while the snuff taker of a century ago liked something sharp, that he could feel. The old snuff taker went about with a deep snuff box that would hold a quarter of a pound. The new snuff taker favors a tiny box that he can slip into his waistcoat pocket, and that holds a quarter of an ounce."

Her Smoking Outfit.

About ten years ago, says an exchange, a well-known Austrian countess, whose name is one of the most honored among her country's nobility, had the misfortune to be robbed of her "smoking outfit" while on a journey from Vienna to Buda-Pesth. The police issued a list of the stolen articles, which run as follows: "One gold cigarette case, meerschaum mouthpiece, set in gold; an aluminum cigarette case an Irish pipe (almost black in appearance) gold mounted, with an onyx mouthpiece; a silver match box; a gold cigarette pipe; four plain cigarette cases in gold, silver and platinum, and one set with diamonds and rubies."

IN THE

Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:

My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____

Contributed by

Name _____

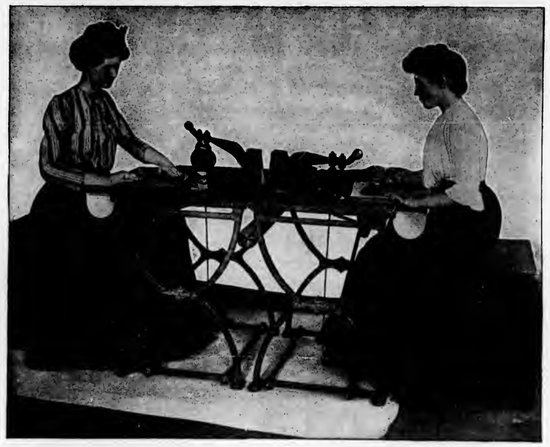
Street, _____

City _____ State _____

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

BUSINESS CHANGES, FIRES, Etc.

Illinois—Chicago—Gerard & Malloy, cigars; out of business.

Indiana—Indianapolis—Mrs. Mary J. Anderson, retail cigars and tobacco; canceled chattel mortgage $205.

Warsaw—R. J. Roberts, cigars, tobacco, etc.; succeeded by Chapman & Roberts.

Iowa—Council Bluffs—A. C. Walker, cigar manufacturer; succeeded by P. W. McMenomy.

Maryland—Manchester—C. E. Duddrear, cigar manufacturer; moved to York, Pa.

Massachusetts—Boston—Leopold Cheinstein, cigars; petition in bankruptcy.

Lynn—Charles R. Leake, cigar manufacturer; petition in bankruptcy.

Michigan—Jackson—Miller & McNamara cigars, tobacco, etc.; chattel mortgage $125, discharged.

Port Huron—Jay S. Hull, cigars, etc.; chattel mtge. $700, discharged.

Missouri—Carthage—C. W. Harrington, cigars; chattel mortgage $300, released.

Kansas City—Clenlaus & Brick, cigars; chattel mortgage $305.

New Jersey-Jersey City-Gottlieb Herbst, cigars; chattel mortgage $505.

New York—New York city—Herman Colell, leaf tobacco; dead.

Paul Frankel, retail cigars; petition in bankruptcy——S. Ottenberg & Bros., cigar mfrs dissolved.

Ohio—Cincinnati—Ernst Schmidt, cigars, etc.; refiled chattel mtge. $900.

Dayton—The H. C. Mart Co., cigar manufacturers; R. E. mortgage $19,500.

Hamilton—Peter Metzler, cigar manufacturer; dead

Newark—W. H. Gallagher & Co., cigars; chattel mortgage $300.

Toledo—Frank Oriana, cigar manufacturer; canceled R. E. mortgage $350, and gave one $500.

Pennsylvania—Reading—Storm W. Miller, retail cigars; succeeded by Edward S. Kerper.

Rhode Island—Providence—Henry H. Williams & Co., cigars; petition in bankruptcy.

Vermont—Burlington—W. S. Phelps, cigars; succeeded by Smith Bros.

Virginia—Danville—Schoolfield & Watson, tobacco manuf'rs; dissolved.

Wisconsin—Beloit—Charles Oliver, cigar mfr.; warranty deed $200.

Sheboygan—John Eberle, cigar mfr.; warranty deed $1,400, R. E. mortgage $950.

Tight Sheds for Shade Tobacco.

The desirability of building tight sheds for the growing of tobacco under shade was emphasized by expert M. L. Floyd before the New England Growers' Association at Hartford lately. He said that New England growers should build absolutely tight sheds. It was poor policy in handling so high a grade of tobacco as either the ordinary Connecticut valley crop or the Sumatra grown in the valley, to put it in a shed such as may be suited for the purpose of growing the cheaper tobacco produced in such states as Maryland and Virginia. The sheds should be as tight as a house, so that in a damp spell all the moistened air could be kept outside and the interior dried out completely with a few charcoal fires. In the handling of the shade-grown crop this year, the men engaged in the enterprise had, perhaps, sheds that were above the average, yet they were so loosely constructed that as fast as the fires which were kept burning in the sheds could dry out the air, they were met with the in-pouring fogs and dampness, which came through these cracks. He said there was less actual cost in cultivation under shade, as far as keeping the ground in shape was concerned, than in the ordinary way, for if the season were very dry, then the shed retained the moisture and prevented it being evaporated by the winds and direct sun, and if the season was very wet, then the cheese-cloth shelter prevented the soil from a heavy direct downpour, and thus kept the ground in better condition to work.

Bulk Sweating vs. Case Sweating.

R. K. HERSHEY, LANCASTER CO., PA.

The packers of Pennsylvania leaf tobacco of late years have had to contend with a species of rot during its fermentation in the case, which, from its peculiar color and attack, became known as "black rot." It became so general that leaf dealers began to be afraid to buy largely of the Pennsylvania leaf because of its tendency, above other types of tobacco, to take this species of damage and a marked depreciation of prices to the farmer resulted on account of it.

The packers blamed the grower, claiming that he did not handle the crop as carefully as he should, and the farmer in turn blamed the packers as being the cause. This state of affairs continued until the 1898 crop came out of sweat, when it was found that possibly 35 per cent. was damaged more or less.

The attention of the secretary of agriculture at Washington was called to this fact, who immediately began to investigate the matter and in October, 1899, sent George B. Massey of Florida, who is an expert sweater by the bulk process, to Lancaster, to try to overcome the "black rot" if possible. Mr. Massey put down a bulk as an experiment and at once saw that an improvement can be made by the new process. He then put down bulks for several of the largest packers, and upon examination, after they were sweated, found little or no damage. The following year, Mr. Massey sweated for the various packers at Lancaster of the 1900 crop, between 10,000 and 12,000 cases, or nearly 4,000,000 pounds, and made the unprecedented record for losing only 38 pounds in the whole lot by damage.

The department of agriculture at first was severely censured by growers, who could not understand whereby the agricultural department was benefiting them by teaching the packer how to sweat tobacco; but this is very evident, that if the packer is reasonably sure that no loss will occur through sweating, he can pay the grower more for his tobacco than he could when a 35 per cent. loss stared him in the face. It remains to be seen when the 1901 crop will be lifted, whether they will do so. It seems to me it is but the grower's due; and it is his plain duty to put up his goods in the best possible condition and then demand at least a reasonable share of the benefits derived from the work the department of agriculture has done in Lancaster county in teaching packers better methods.

The packer, upon receipt of the tobacco from the grower, assorts it and then lays it down in a bulk about 16 feet long, five to six feet high and about four or five feet wide. This size bulk will contain from 8,000 to 10,000 pounds. The temperature of the sweat room is raised to perhaps 100 degrees and maintained there a certain time, and the bulk is watched very carefully and daily tests made by the thermometer as to temperature, etc. The great secret of the superiority of this method is the facility by which access can be had at all times to almost every pound, which is not the case in boxes.

The bulk is turned after a certain time, thus getting a uniformity of sweat and color which can not be gained by any other process; and as the heat is under the control of the operator, the sweat can be hastened and the tobacco is ready for the manufacturer from six to eight months sooner than by the old way. The results arrived at through these efforts of the department conclusively prove that in a very few years case-sweating tobacco will be a thing of the past, the process introduced here by Mr. Massey being so far superior to the old way that no packer will risk his packing in cases any more. Mr. Massey also had under his supervision the cultivation of eight acres of Vuelta Abajo Cuban seed in Lancaster county the past summer.

LATE REVENUE DECISIONS.

Daily Entries in Manufacturers' Accounts.

The Commissioner has ruled that the practice of certain manufacturers (who also have retail stores in the same building) to not make daily entries on their Books 73 of the number of cigars manufactured, but to make "lump" entries at intervals is a violation of section 3390, Revised Statutes, and that any omission on the part of manufacturers hereafter to enter on each day the number of cigars made as well as those stamped and removed from the factory, the penalties of the law will be enforced; otherwise the door would be open for the removal of unstamped cigars from the factory to the retail department without the payment of tax, the proprietor of the store refilling his boxes from an unstamped stock.

Combination Glass Jar and Pasteboard Package for Cigars Approved.

The Commissioner has authorized the use, as a statutory package for cigars, of a pasteboard and glass package, having the factory number, number of the district and State, and number of cigars, plainly branded on the pasteboard box, with the caution notice label in form prescribed by the statute. The internal revenue stamp was affixed to the sides of the pasteboard box, and over and upon the lid, securely sealing the package, the stamp being canceled by waved lines and by the number of the district and State and date of use being printed thereon. In addition the notice, "the glass box must not be removed from its pasteboard covering until all cigars are sold," appeared printed on the pasteboard box.

Sale of Leaf Tobacco by Growers.

A tobacco grower who reported that he proposed to tie his crop of leaf tobacco in hands and retail it over the counter at his retail store during the ensuing year, was informed that a farmer or grower of tobacco may sell his tobacco without restriction as to the time or place or the quantity of tobacco sold, but that he is not privileged to stem, sweeten, roll, plait, twist or otherwise change the tobacco from the condition in which it was cured on the farm, for the purpose of selling the same at retail to consumers without the payment of the tax. It was also advised that every person who sells raw or leaf tobacco not of his own growth or raising to other persons for their personal use would incur liability to special tax as a manufacturer of tobacco, and liability to tax on all leaf tobacco sold to

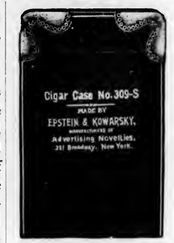
Paper Backed Foil

PURE TIN FOIL

Lehmaier, Schwartz & Co. Makers 207 to 215 East 22d Street New York

COMPOSITION FOIL

Corrugated, Colored and Printed Foil



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with CIGAR BOXES

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**
Agents for "Havanarine."

Thos. Inst. R. Williams & Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

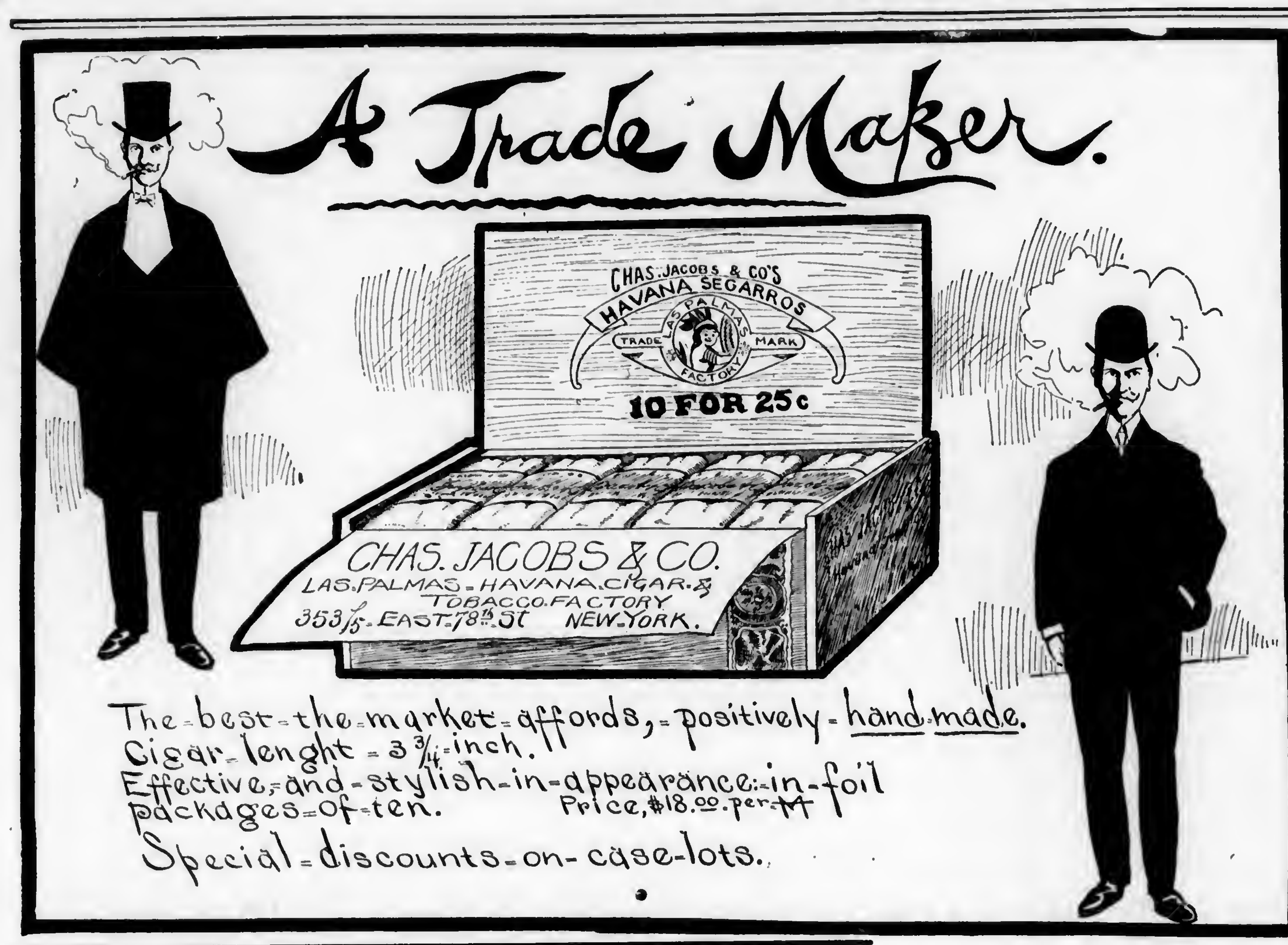
Embossed Cigar Bands
ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents
Caveats, Trade Marks, Design-Patents, Copyrights, etc.

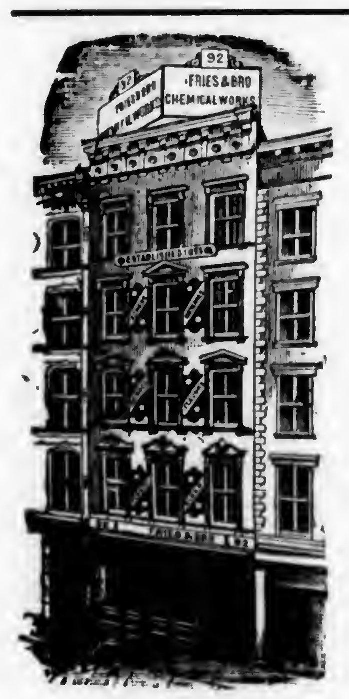
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. le Droit Building, WASHINGTON, D. C.



LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 6 Tobacco Cipher.
Hopkinsville, Ky

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. — Clarksville, Tenn.


FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free — The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

consumers without payment of tax. Attention was called to pages 5, 6 and 7 of Regulations, No. 8, relating to the sale and manufacture of tobacco.

—

Distributre's Name on Cigar Labels.

In passing upon a combination commecial and caution notice label for cigars, on the upper half of which appeared the name of the general distributer of the cigars, with the word "distributer," the lower half being reserved for the statutory caution notice showing the factory number, district and State, the Commissioner has ruled that the label was not objectionable, the modifying word "distributer" not indicating that such dealer made the cigars. Where a manufacturer desires that the name of the dealer should appear on the upper portion of the caution notice label used or reserved for advertisement purposes his name as manufacturer should also appear in that connection, unless the name of the dealer is accompanied with the modifying word "distributer" "dealer" or "selling agent;" then the name of the manufacturer is not required to appear in that connection, as the statutory caution notice will show the factory number, and the number of the district and State, and the one label would not be a contravention of the other, nor would such label indicate that the cigars were made by the person whose name appeared on the upper half of the label.

—

Special Tax Liability of Leaf Dealers.

A collector reported that a number of leaf dealers in his district buy leaf tobacco in the fall, deferring the taking out of special tax stamps until the opening of the season, and place large quantities of tobacco in the hands of Eastern commission houses for sale on their account during July, August and September. As to the special tax liability of such dealers, the Commissioner ruled that if leaf dealers ship all their tobacco to other dealers before July 1st, and close their accounts in Book 59 with no stock on hand, they do not incur liability to special tax until they again commence to engage in the business of buying and selling or shipping leaf tobacco to other persons for sale on commission, and in that case would pay a special tax predicated on the amount of their sales for the preceding year for the time actually engaged in the business—that is, a proportionate rate from the first day of the month in which they com menced business until the first day of July following.

—

Correction of a Manufacturer's Account.

A collector reported that since July 1, 1901, and after a certain manufacturer in his district had filed his inventory taken on that date, and his accounts for the first half of 1901 had been settled on that basis, a quantity of tobacco which the manufacturer had purchased during the first half of the year, but had failed to enter on his Book 73 or monthly return, Form 72, had been traced to him. The collector asked whether the accounts of this manufacturer could be amended so as to charge him with this tobacco; and, if so, whether it could be charged to him for the last half of the year without disturbing the settlement of the ac counts for the first half year. He was advised that the manufacturer would be required to make an amended monthly return for the month in which he actually received the tobacco, and should account for it on his Book 73 for that month, and that this amended monthly return would change the statement of his account, Form 144, for the six months ended June 30, 1901; further, that as the manufacturer must have made a true inventory on Form 70b on the first day of July, as required by the regulations and included all tobacco that he had on hand at that date, any charge made against him subsequently for tobacco received previous to that date would be erroneous.

—

Sale of Leaf Tobacco by a Manufacturer.

A collector referred to the Commissioner the case of a cigar manufacturer, who was in the habit of selling 400 or 500 pounds of leaf tobacco every month to other manufacturers, and who claimed that it would be a hardship if he were not privileged to combine his leaf business with that of the manufacture of cigars, or if he were not privileged to sell a portion of his packing cases and reuse some of the same cases for making cigars; further, that it would be almost impossible for him to occupy separate apartments only for the business of selling leaf tobacco and for manufacturing cigars. The Commissioner ruled that the Regulations, No. 8, prescribe that the business of a leaf dealer can not be carried on in the cigar factory premises; further, that it had been decided that where a manufacturer purchases large quantities of leaf tobacco in excess of the demands of his factory, for the purpose of reselling his surplus stock to other manufacturers, he would be required to qualify as a dealer in leaf tobacco and carry on that business in some place that is not a part of his bonded factory premises, described in Form 46½, and that the storage room, workshop and packing room must be entirely disengaged from that portion of the same building occupied for carrying on business as a dealer in leaf tobacco. It was advised that all leaf tobacco purchased or received, which is intended to be resold to other manufacturers, must be accounted for on their Book 59 as leaf dealers; and if any portion of the same stock is intended to be used at the cigar factory it must be removed to the bonded premises and accounted for on Book 73 and reported on the monthly return, Form 72.

Patents Relating to Tobacco.

693,790 Tobacco pipe; Timothy Duggan, Denver, Colorado.

693,387 Tobacco drying, cooling, and ordering machine; James D. Goodwin, assignor to Cardwell Machine Company, Richmond, Virginia.

693,723 Match-box; Grant Law, Centerpoint, W. Virginia.

693,439 Device for shaping cigar bunches; Emanuel Pisko, New York city.

693,621 Pocket-case for cigars or cigarettes; Barnet Rappaport, New York city.

693,669 Cigar wrapping machine; John J. Ryan, San Jose, Cal.

693,626 Cigar machine; Hans A. Schneekloth, New York city.

693,535 Cigar bunching machine; George H. Tingley, assignor to United States Cigar Manufacturing Company, Providence, R. I.

693,469 Tobacco case; Wm. H. Wagner and G. H. Santers, Albany, Wis.

THE WORLD'S
Profitable Inches

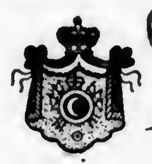
THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a Leader
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.


Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of Cigars
No. 4353 Main Street, MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order: The Finest Grades of Tobacco Used.

TRADE MARK L. B. PHILA.
L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE.
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

The Trade-Mark Registry Department of The Tobacco World will give you Careful Service.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands: LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c, DURHAM, TROTTER SCRAP. For Chewing and Smoking
FACTORIES: DETROIT, MICH.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars. Free Instruction to Purchasers. Have had twelve years of successful experience.

Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

A Guide To Good Sales

Good sales! That's what pays your rent. The Pete Dailey is a good, quick seller. If you don't believe it, ask any dealer who handles them.

Sold Everywhere Successful Everywhere

T. J. DUNN & CO., MAKERS · Philadelphia

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 10. PHILADELPHIA, MARCH 5, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

LIBRARY. RECEIVED MAR 6 1902 U. S. Department of Agriculture.

We are now ready to offer the

1901 Crop

FLORIDA SUMATRA

of our celebrated brand,

"S. & A. Lampat"

Extra Fine Goods.

Beautiful Brown Colors.

All Sizes.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street. = New York

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street, = New York

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter X.—The Purchasing Power of a Cigar.

By CHARLES FOX and NORBERTO CUEVA,
of F. Miranda & Co.

Mr. Fox.—Those fried Jewesses at the restaurant to-day were particularly good, don't you think, Bert?

Mr. Cueva.—It is no wonder they were good—every bean in the dish cost me one cigar at least. I am forever sending out cigars to the chef.

Mr. Fox.—They were cigars well spent. I have seen my own cigars go forth at times without bringing any such returns as you have just had from yours.

Mr. Cueva.—That is perhaps because you don't always bear in mind that the purchasing power of a cigar—it needn't always be a good cigar, either—oftentimes exceeds silver and gold, or even the "long green."

Mr. Fox.—I won't admit that at all, because no one's sense of the value of the cigar, considered from that point of view, can exceed my own. In fact, having digested Mr. Harry Rothschild's account of the origin of the cigar, I am led to reflect that the value of a cigar as a purchasing medium was made conspicuously clear by the very first cigar of all, for it brought Lieutenant Alcantara not only a wife, but fame and fortune, too.

Mr. Cueva.—I maintain that, provided the recipient of a free cigar be a person of taste and judgment, there is scarcely anything a cigar will not buy.

Mr. Fox.—You may even go farther and say there is nothing it won't buy. It is like the quality of mercy as defined by Portia, it blesses him that gives and him that takes; him that gives because it insures for him the good will of the man on whom it is bestowed; him that takes because it brings him a superior kind of solace when he smokes it.

Mr. Cueva.—That's rather poetical, Charley. I know of more than one instance where the gift of a cigar has resulted in mere material blessings. There was that historical affair of Don Infantado and his niece and her lover. I have told you once or twice before, I think, of Don Infantado; how he was related to the royal family of Spain; how he was a Brigade Commander in Cuba away back in the time of Julian Alvarez and Henry Clay; how he was all gold lace and punctilio; how he was childless and rich, but I never before told you of his niece, that astonishing combination of beauty, pride, womanliness and savoir faire. No blue stocking, tho', and, since Cupid's bow rested forever upon her upper lip, surely never destined to be an old maid.

MR. NORBERTO CUEVA. MR CHARLES FOX.

Mr. Fox.—Let's have the story.

Mr. Cueva.—The Donna Mercedes was the head of her uncle's household in Havana. Don Infantado was not the Captain General of Cuba, but his palace on the Prado—this was more than fifty years ago, please remember,—was even more stately than that of the Captain General. The Donna Mercedes did with her childless and gorgeous relative just whatever she pleased in all things, save only in one all important thing—she might not choose a husband from among her suitors without her uncle's consent, and that consent would afterward have to be ratified at Madrid, for the lady, like her uncle, was of the blood royal of Spain. Well, she forgot all about these things, of course, when the right man came along. He was not even a Spaniard, but an American from Kentucky, related, if I remember rightly, to the famous King family of the Blue Grass State. It was after she had come to an understanding with her lover that her duty to her uncle and to her royal connections in Madrid forced itself upon her attention and persisted in being taken into account. She was a very unhappy girl just about then, but she was also a very determined woman. She and Don Infantado had a very stormy time when she told him all about it. He threatened to pack her off to Spain. She tossed her pretty head and replied that Mr. King would follow after. He told her he would send her to a convent; she retorted that the idea rather pleased her, because in that case she wouldn't be bothered with the cares of housekeeping. He declared he would cut her off with a peseta; she replied that her lover was rich; in short, she had an answer to her uncle every time. It was at this time that Mr. King left Havana rather suddenly, as it seemed to Don Infantado. He came back four months afterward with the written consent of the King of Spain to his marriage with the Donna Mercedes.

Mr. Fox.—A bright young man. How did he do it?

Mr. Cueva.—He didn't do it. A box of cigars did it. 'Twas in this wise, as the old romance writers used to put such things: He learned from Mercedes that her swagger relative, the King of Spain was an ardent lover of cigars. He went thereupon to Julian Alvarez—the crop in the Pinar del Rio was an exceedingly good one that year—and had him make for the King of Spain, upon whom he meant to bestow them, 1,000 cigars of such quality and workmanship as the world had not seen up to that time. The box made for their reception was all gold and plate glass, with the coat of arms of the King of Spain laid in in gold and precious stones on the top. Beneath was the inscription in Spanish, also in gold, "De Rey a Rey"—"From a King to a King." Whether Mercedes had suggested this precious gift, the first of its kind on record, the chronicle does not state, but it is more than likely that she had a hand in it, for she gave her lover such instructions as to his plan of campaign after he should reach Madrid that his progress there was a genuine triumph. The cigars were exactly to the King's taste, so was the man who presented them, and thus it came about that when Mr. King got back to Havana he married the lady Mercedes, and they lived happily ever after—in Kentucky. I saw one of his granddaughters myself at the Pan American not long ago, and she was as pretty as her grandmother. I hope she gets as good a husband.

Mr. Fox.—If I didn't know you were married, Bert, I'd think things.

Mr. Cueva.—Well, you needn't take the trouble. Here's a customer.

Next Week—Chapter XI:—"The Tobacco Drummer Who Became a Saint," by J. Edward Cowles, of Austin, Nichols & Co.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

Young & Newman, *IMPORTERS of* Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, Jr. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

The "Sweet Nell" Brand.

Heyman Bros. & Lowenstein's Attractive Nickel Offering.

The "Sweet Nell" brand, of which a fac simile in black and white is presented on this page, is a high-grade nickel cigar from the factory of the long-established and popular firm of Heyman Bros. & Lowenstein, of New York city.

The "Sweet Nell" is a Cuban hand-made cigar of the heavy perfecto shape, 4½ inches long. It goes to the retail trade at $35 per thousand.

It was introduced to the trade last fall, and has been a winner from the jump.

Little Lives of the Great.

EDDY KLINE.

His "El Symphonie" cigars are so good that even the most finical of French or Spanish purists will forgive the application of the masculine Spanish article to the feminine French noun. For the sake of the quality of the cigar they call it a juxtaposition and let it go at that. What is syntax after all? The cigar's the thing, and Eddy Kline's cigars are All Right.

MARCUS SCHWARZ.

A living proof—long may he flourish—that if a man of brains will but devote his whole soul to his business his business will return

the compliment by keeping him youthful, even if his hair is silvered over.

Mr. Schwarz is more than a manufacturer of cigars. He is what the Italians would call a maestro. And like every genuine maestro he is constantly discovering something new and pleasing in his chosen calling. His latest discovery was the availability of Joe Wertheim and Frank Lewin as business associates. These two with Mr. Schwarz and D. Emil Klein, his partner before the recent reorganization of the firm, make a quartette that is justly entitled to be called The Big Four.

JOHN COUCH.

The Old Man Wonderful of the New York Custom House. Is believed to have been Chief Deputy Collector when Alexander Hamilton was Secretary of the Treasury.

Collectors come and Collectors go but Chief Deputies stick. At least

The well-known cigar jobbing firm of Walsh, Boyle & Co., of Chicago, who handle the brand in that territory, report that their present sale of the "Sweet Nell" averages 500,000 a month. The cigar smoking public was so quick to appreciate the merits of the brand that Walsh, Boyle & Co. feel justified in predicting that it will ultimately be in the hands of every dealer in the country.

In Little Rock, Ark., the "Sweet Nell" brand is being handled by the successful jobbing firm of Herman Kahn & Co., who also give a flattering account of its reception by the lovers of good cigars in the territory to which they cater.

In short, orders for the "Sweet Nell" have been duplicated wherever the brand has been placed.

It will be placed soon in the East and in every section of the country, and Heyman Bros. & Lowenstein give their assurance that the quality of the brand will always be kept at the top notch.

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL,
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf **Tobacco**
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. Gumpert Bros.

Philada. Manufacturers.

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent Cigar

103 North 2d St. Philada.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

BECKER'S **TABERNERO** Factory. 1215 N. 9th St. **5c.**

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Cigar Manufacturers,

Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,

Sixth & Race Sts. Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE AND **Three Black Kids**

These are not Cheroots but a very fine Perfecto Shape CIGAR

Manufactured by CHAS. GROSS & CO.

Phila., Pa.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.

Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.

PHILADELPHIA.

Factory, 1235--37 Filbert Street,

is open to inspection at all times. Take elevator.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Frascati.

R & B

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Margil"

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK

Importers of **Sumatra Tobacco**

Cable Address: "HERR."

Joseph Hirsch & Son

A. Z. VOORBURGWAL 227 **Office, 183 Water St.**

Amsterdam, Holland. NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

they stick when they are like John Couch.

He has the customs administrative laws at his fingers' ends, and is more like an encyclopedia than any thing else, with this difference that encyclopedias are sometimes obscure whereas Mr. Couch is always clear. During office hours, he is always accessible which is still better.

Are we getting away from the trade? Hardly, for Chief Deputy Couch has always had much business to transact with the importing element.

JULIUS VETTERLEIN.

What would Philadelphia be without the Vetterleins?

And of the Vetterleins who is better known than Julius? Ask Julius to tell you, and then ask Herman. And when these two have given you their views, suppose you take an automobile and ask all the other Little Cousins.

"Vetterlein" means "little cousin," doesn't it? Sounds like a sentence out of a Russian novel, this last, because in Russian novels everybody is forever calling the next man, or boy, "little father" and pet names like it.

The Pipe Dream

A Tale of Fire and Smoke

BY WALTER BLUMENTHAL.

The true history of the pipe is little known. The Indians with their stone pipes were not its inventors. They stole the idea from Moses, which proves them to have been the lost ten tribes. Moses smoked a pipe filled with dried manna in the desert. The story that he invented Egyptian cigarettes is false. He inherited the treasured pipe from Abraham and Abraham got it from Adam. Adam smoked the Paradise brand made of fig-leaves, and Eve, wherever they went, always carried with her a supply of the weed for her hubby's use in an old stocking. Often she threatened to make it piping hot for him with the wood-house axe when he came home late from lodge, but if he gave her part of his winnings for a new bonnet or some such thing, she would agree to bury the hatchet and smoke the pipe of peace with him once more. But when they were exiled for robbing the orchard, Adam forgot his precious pipe in the hurry of moving day, and Eve lost all the supply of dried fig-leaves through a hole in her stocking. So Adam grew despondent, because Noah had bequeathed him the pipe which he valued as an heirloom, and he took to smoking stogies. But they made his breath smell rank, and Eve objected. Noah was really the first man to smoke a pipe. He used the Sailors' Delight brand on board the ark. But one day a spark set fire to the forecastle where the male and female representatives of the species Ape were stored. It ignited a straw which one of the animals was chewing and burned it to death. That is the explanation for the Missing Link.

No, the Indians were not the discoverers of the pipe. The white settlers brought the clay pipe over with them from England. How it came to be used in the mother country is a tale worth telling.

You have doubtless heard the myth of the Pied Piper of Hamelin. According to the legend, the town of Hamelin in the year 1284 was so infested by rats as to compel the inhabitants to leave it, when one day there appeared upon the scene a piper clad in a fantastic suit, who offered for a certain sum of money to charm all the vermin into the Weser river by his piping. His conditions were agreed to, but after he had fulfilled his promise the inhabitants, on the ground that he was a sorcerer, declined to carry out their part of the bargain, whereupon he reappeared one day in the streets of the town, and putting his pipe to his lips began a soft and curious strain, which caused all the children to come trooping after him while he led them out of the town to a great hill, in whose side a door suddenly opened, by which he entered and the children after him, that is, all but one child who was lame and could not follow fast enough to reach the door before it shut again and remained fast forever.

This is a very picturesque legend, but it is untrue, as will be shown, and is a pure falsification of facts. In justice to the history of both the pipe and the piper the smoke obscuring this mystery should be cleared away.

It is true that such a man as the Piper of Hamelin once existed. Methuselah's eldest son, with whom we have the honor to be acquainted mentions Hamelin's name in his recently published book on "How to Grow Old Without Dying."

The Piper was an itinerent musician of wonderful skill, we are told. The occasion of that happening

[Concluded on p. 27]

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $4.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MARCH 5, 1902.

PHILADELPHIA is gradually working herself out of the isolated position caused by the disastrous storm of sleet and rain which visited this section, more than a week ago, and since which we have suffered an interruption of communication by wire with New York and other points that was even more serious, and certainly more protracted, than during the famous blizzard of March, 1888. Communication by rail with all points has been maintained, although with great difficulty at first, and as a result there has not been so complete an embargo on the news as was witnessed fourteen years ago, yet its belated arrival caused much annoyance and serious inconvenience. Locally, our special telephone service aided us admirably in surmounting a barrier of snow, sleet and rain.

Will Prosperity Last?

In advising against the sweeping reduction of the public revenues by cutting off the $77,000,000 yearly which the internal war taxes have yielded, Mark Hanna is reported as saying that we should realize that present favorable conditions are not likely to continue indefinitely. The same idea was lately expressed more briefly by William C. Whitney in the remark "Prosperity will not last forever."

It is undoubtedly true that in trade and industry as in all other manifestations of human activity the law of action and reaction rules, and it may be unreasonable to expect that the existing level of production and consumption will be maintained, relatively, during the next five years.

At the same time, it is only fair to point out that there is a marked difference between the country's resources for weathering a storm to day and those which it possessed in the "lean years" immediately preceding the first election of William McKinley. In the first place, nobody any longer has doubts as to the solidity of the public credit and the soundness of the currency. This in itself is an enormous gain, whose importance can best be realized by recalling the anxiety and uncertainty felt by all classes in the early stages of the campaign of 1896.

Another factor which should not be left out of the account is the imprecedented development in the material capabilities of the United States since that time. The growth of national wealth has been not only steady but widely distributed. New industries have sprung up, older ones have been extended, exports have increased beyond all expectations, and the country's stock of gold, the basic measure of modern values, has reached a figure which would have seemed highly improbable half a dozen years ago. Deposits in all banks, particularly those to which the savings of the masses of wage-earners are entrusted, have grown signally, mortgages have been lifted by thousands on Western farms, and, generally speaking, the nation's financial condition is on a footing whose strength has never been paralleled.

If at some indefinite date in the future a reaction should set in, therefore, the indications are that it will find the bulk of the American people in excellent shape to meet it. Certainly the possibility of such an occurrence furnishes no valid reason why the government should go on imposing taxes which are not required to defray its legitimate expenditures.

British Tobacco Combine.

A message from London last week stated the Imperial Tobacco Company to-day secured control of the tobacco business of Salmon & Gluckstein, Ltd., by a vote of the shareholders of the latter concern who are guaranteed a 10 per cent. dividend on their stock by the Imperial Tobacco Company. The chairman, Mr. Gluckstein, emphatically urged the acceptance of the proposal, if they wished to escape the risks of the fierce tobacco war now entering upon its skirmishing stage. The Americans, he said, were about to spend vast sums in an attempt to capture the British tobacco industry, but though the weaker houses would probably fall in the struggle, there was no doubt the invasion would ultimately fail.

THE few recent pleasant days have been an impetus to retail dealers in renewing window displays and having a general overhauling and rearrangement of accumulated stocks. Some mark-down sales, of goods which they desire to move quickly, have also begun.

The States from the Cigar Man's Point of View.

XXIII.

MASSACHUSETTS.

Good sense in all matters pertaining to tobacco has always distinguished Massachusettsmen. Of old it was a Massachusettsman who originated the happy designation which has ever since clung to the subtle essence of the sovereign herb. He spoke of it as "the creature whom we call tobacco"

Almost every one of the great Bostonians whose books the whole world has taken to its heart—Longfellow, Lowell, Holmes particularly—were lovers of tobacco and lovers from boyhood. It never hurt their brains or their bodies, for each lived to a green old age that was fruitful of good literature to the very last. And happily for them they lived when the cigar was an article of every day commerce, and they were all of them very regular patrons of their favorite retail cigar stores of Boston.

The popularity of the Londres shape is eloquent of the good sense of the smokers of Massachusetts, for it is in this shape that the smoker gets the full flavor of the filler at the very first whiff. That is what the sensible man demands. He doesn't want to exhaust his lungs in getting his cigar lighted, nor does he want to smoke down a half inch or more before discovering what it is that has been offered him. He reasons that if the cigar is good the first mouthful of smoke should be as sweet as the second or any other down to the end. A knowledge of this peculiarity of taste in the cigar lovers of Massachusetts is general in the trade, and manufacturers unanimously bear it in mind.

The smokers of Massachusetts while open minded enough to receive new offerings with courtesy, are nevertheless remarkably loyal to old favorites, and certain brands which were introduced to them forty years ago and more are still in great demand.

One peculiarity of the trade in Massachusetts that has survived there is the packing of cigars in bundles of 25 in boxes containing respectively 250 and 500. In almost every other State in the Union this style of packing has been superseded by the box containing 50 cigars, or at most 100, but in Massachusetts the big box holding 250 or 500 is still the vogue.

Boston manufactures very many of the cigars which its citizens smoke. It is the one large city where union-made goods are the rule. Boston was also one of the first manufacturing centres to introduce the branding of each cigar, and nowadays almost all cigars intended for the trade of Massachusetts are branded. Several of the leading factories of Boston are remarkably and uniformly prosperous, and this condition is the direct result of the intelligence with which these respective enterprises are conducted. There are no more discriminating judges of cigar leaf tobaccos anywhere than are the cigar manufacturers of Boston, and none more honest or more honorable. The wonder is not that they are large but that they are not larger. Possibly they are too modest to reach out for more trade Certain it is that they advertise their wares far less strenuously than do the manufacturers of New York, or Philadelphia, or Detroit.

In a city so rich and so cultivated as Boston imported cigars and the finer sizes of the domestic clear Havanas are sold in large numbers. The trade of Boston and of other cities in Massachusetts is worth having, and there is not a stirring cigar manufacturer in the country no matter what his line of goods but sends his representatives into that territory.

The American Cigar Company appreciates the value of a Massachusetts connection as highly as does the rest of the manufacturing world, and its brands, and especially the "El Belmont," the "Lillian Russell" and the "Florodora," are in evidence everywhere. The company just now is making an especial push on the "Florodora," which is of the shape most popular in Massachusetts, and which retails 3 for 10 cents. In its campaign in Massachusetts the company is able to avail itself of the matchless distributing facilities of its ally, the Continental Tobacco Company.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

FOR SALE AT A BARGAIN—Leading Cigar and Toby Factory. Does a large jobbing trade: copyright bands; has ten employes. Reason for selling, ill health. Inquire of MARVIN BROS., 2-19-3t Tarentum, Pa.

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine, either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

1,000 Cigar maker's stock checks for $2. Also all kinds of Job Printing. Cigar Manufacturers' Printing a specialty. Send for samples. JESSE G. MUMMA, 2-26-2t West Earl, Lancaster Co., Pa.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers. Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE.—Ten cases Cigars, cheap. For particulars, address Box 32, Codorus, Pa. 2-26

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs., Philadelphia.

COLSON C. HAMILTON, (Formerly of F. C. Linde, Hamilton & Co.)
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE, (Formerly with F. C. Linde, Hamilton & Co.)

C. C. HAMILTON & CO.

TOBACCO INSPECTORS, WAREHOUSEMEN & WEIGHERS

Sampling in all Sections of the Country Receives Prompt Attention.

FIRST-CLASS STORAGE WAREHOUSES:

209 East 26th St., 204-208 East 27th St., (Telephone: 13 Madison Sq.) *and 138-138½ Water St.*

Main Office, 136 Water Street,

(Telephone: 2191–JOHN)

NEW YORK.

Our representatives are all reliable and experienced men, and thoroughly familiar with every detail of Tobacco Inspecting Our long experience and thorough knowledge of the business and our UNQUESTIONED RESPONSIBILITY are a GUARANTEE to the Leaf Tobacco Trade that we will give entire satisfaction to our customers.

Our Agents at the various points are:

THOMAS B. EARLE, Edgerton, Wis.
FRANK V. MILLER, 206 N. Queen St., Lancaster, Pa.
DANIEL M. HEISTER, Dayton, Ohio.
JOHN H. HAX, Baldwinsville, N. Y.
LEONARD L. GROTTA, Hartford and Warehouse Point, Conn.
JAMES L. DAY, Hatfield, Mass.

Telephone Connections.

Orders sent to any of the above, or to main office, 136 Water Street, New York, will receive prompt attention.

Our New Bonded Warehouse at 84 and 85 South St., New York, will be Ready for Occupancy about Oct. 1, 1902

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

ESTABLISHED 1857.

M. STACHELBERG & CO.

Havana Cigar Makers

383--385 West Broadway,

NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.

Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

An Interesting Budget of News from New York.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Mar. 4, 1902.

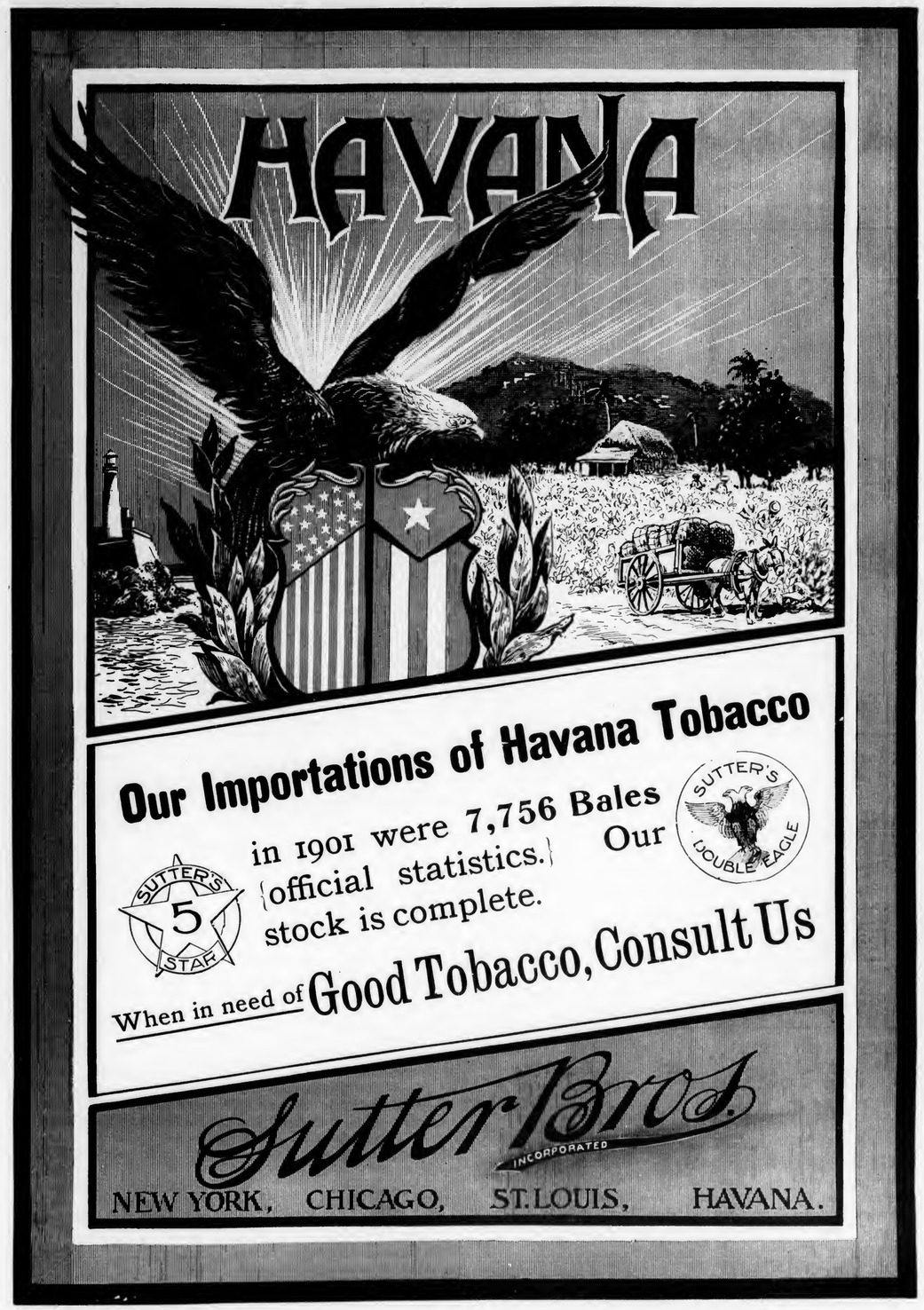
The American owner of a large tobacco plantation in Cuba, in a discussion had the other day with your correspondent over the growing of tobacco under tents in the Partidos and Vuelta Abajo districts, where, in the future, as in the past, the finer grades of Cuban tobacco will be grown, pointed out the danger of too much moisture, through rain and artificial irrigation, to the growing crop. He prefaced his remarks by saying that as yet the total amount of tobacco grown under canvas in Cuba was inconsiderable, but that if the present experiment there proves successful a great deal of tent growing is inevitable in Cuba. "The one great danger which Cuban planters who commit their fortunes to the growing of tobacco under cloth will have to guard against is too much moisture," he said "Tobacco which has too much moisture while it is growing is apt to be heavy and too full of gum. In Cuba, during the growing season last year, not sufficient rain fell in the Vuelta Abajo and they had too much in the Partidos district. There was a long interval when the clouds seemed to be ready to dissolve in rain at almost any moment, yet, every time, the threatened tempest blew over and no rain fell. Now it is obvious that no farmer would irrigate just before an approaching storm, and so the farmers I speak of did not water their plants, which consequently suffered from the drouth. In the Partidos district, on the other hand, there were numerous rainfalls at times when these were not expected, and these usually came just after copious sprinklings from the irrigating machines, so that the tobacco got more moisture than was good for it."

"Do you think," he was asked, "that tent growing will ever become general in Cuba?"

"That will of course depend," he answered, "upon the results from the tobacco which has already been grown under cloth. If the wrapper leaf thus grown really is equal to their expectations, many farmers in Cuba will undoubtedly adopt this method, but they will always have to be careful to see that the crop does not get too much moisture from the irrigating devices which they utilize in their tents, or in the open."

***

Wedding bells will ring to mor-



E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR. CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR. SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st Dayton, O: H. C W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

row evening (March 5) in honor of the marriage of Mr. John H. Duys and Miss Bertha Schott. The wedding takes place at the residence of the bride, No. 200 West 49th street Mr. and Mrs. Duys will leave on their wedding journey immediately after the ceremony, to some place known only to themselves.

The bridegroom elect has kept all knowledge of this most important and joyous event in his career from his friends in the trade. Nevertheless there is not one among them all who will not rejoice to learn that this genial and capable young man knows of another heaven on earth beside that which is associated with tobacco.

***

Mr. and Mrs. Leopold Miller returned on February 27th from a visit to their son, Nelson Miller, in Arizona. Mr. Nelson Miller is now on the high road to recovery.

***

Conditions in the New York leaf market last week were normal. There are no large single transactions to report. There was a satisfactory demand for Sumatra and the domestic types and a rather brisker one for Havana. One large house reports that its total sales for January reached 1,000 bales. The firm's books for February have not yet been made up, but they are expected to show an equally satisfactory condition.

Business in the leaf market here is expected to improve rapidly with the advance of spring.

***

Ernesto Pugibet, managing director of the El Buen Tono Co. of the city of Mexico, is at the United States headquarters of his company, 1261 Broadway, and will probably remain here for some time. Jules Lassere has resigned the position of United States representative of the company. Otto J. W. Zimmerman is now the chief of the office staff in this city. By appointment of Mr. Pugibet, J N. Jaros & Co., of Vin Mariana fame, will be the financial agents of the El Buen Tono Company in the United States.

The company is about to enter upon a very aggressive campaign. In order to make its Mexican cigarettes known to the entire jobbing and retail trade of the country, it will distribute a vast number of them gratis to jobbers, retailers and consumers. The company has implicit faith that in time its cigarettes, which are hygienically recommended, will become as popular in the United States as they are in Mexico and in England and France.

The company's distributer for Pennsylvania, Maryland, New Jersey and the District of Columbia is Jacob G. Shirk, of Lancaster.

Last week the company shipped 2,000,000 of its cigarettes to H. L. Judell & Co., of San Francisco, its representatives on the Pacific Coast.

The company's new brand, "Preciosas," retailing at ten cents, is meeting with much popular favor from cigarette lovers in this city. The "Preciosas" is wrapped with licorice paper, which is the very latest Parisian wrinkle.

***

Meyer & Mendelsohn, on February 25, purchased the crop of Havana seed grown by Lowell H. Brewer, of East Hartford, Conn, consisting, when packed, of 250 cases, and the firm says this is a remarkably fine lot of tobacco.

***

David H. Delmonte, whose long association with Cesareo Vigil will be recalled, left for Havana on Saturday, to be gone several weeks.

***

Captain of Industry Sigmund Rothschild returned from Havana on the "Morro Castle" on February 22, and sailed for Europe, to attend the Sumatra inscriptions in Holland, on March 1, on the "Campania."

***

Sol. Hamburger, of Hamburger Bros. & Co., is back from his tobacco purchasing trip to Cuba. He reports that he secured a number of fine vegas for his trade.

***

Schroeder & Arguimbau make an important trade announcement today, to the effect that they are now ready to offer their 1901 crop of Florida Sumatra of their "S. & A. Lampat" brand, which is said to contain only extra fine goods, of beautiful brown colors, in all sizes.

***

The attention of the readers of THE TOBACCO WORLD is courteously directed to the half page advertisement of C. C. Hamilton & Co., tobacco inspectors, warehousemen and weighers, of 136 Water street, in this issue.

***

The "La Verdad" cigars of Simon Batt & Co. are to be smoked at the reception given to Prince Henry in St. Louis, Mo.

***

A party of business men of Philadelphia, among whom is M. J. Dalton, left for Havana on the "Morro Castle," on March 1, under the escort of W. T. ("Billee") Taylor, representative in the United States of the Punch factory, of Havana.

***

Wm. Quanjier, Sumatra buyer with Hinsdale Smith & Co., sailed for Amsterdam, Holland, on Saturday, to attend the inscriptions.

***

A sign in the corridor at 197 Water street, reads: "This entire building will be occupied on April 1st by Max Gans & Son, importers of Havana and packers of seed leaf, formerly of Gans Bros. & Rosenthal."

***

The Continental Tobacco Company has declared a semi annual dividend of 2½ per cent. on its common stock.

***

A. Cohn and his son, L. A. Cohn, of A. Cohn & Co., leave on the "Kronprinz Wilhelm," on March 8th, to attend the Sumatra inscriptions in Holland.

***

Fred. Opp, of the big leaf packing firm of Weinheimer & Opp, of St. Louis, Mo., left for home today. During his recent visit to Havana Mr. Opp purchased for his trade about 2500 bales of Cuban leaf.

Interesting Pipe Duty Decision.

A Chicago house imported through G. W. Sheldon & Co., the well known Custom House brokers of that city and New York, an assortment of pipes and pipe bowls, upon which the collector levied duty at the rate of 60 per cent. ad valorem, prescribed by paragraph 459 of the Tariff Act of 1897, for "tobacco pipes and pipe bowls, and all smokers' articles whatsoever."

The importers protested against the application of the more general provision in this paragraph and claimed that the merchandise in question was especially provided for in a previous clause of the same paragraph, under the designation of pipes and pipe bowls of clay, for which a compound rate of 50 cents per gross and 25 per cent. ad valorem is prescribed. The Classification Board of United States General Appraisers rendered a decision in the case in which the board found that, from the report of the local appraiser and samples submitted at the hearing before the board, all of the pipes were composed of clay, metal and rubber, and that the bowls were composed of clay and metal. Analysis determined that rubber constituted the component material of chief value in the pipes and that clay was of chief value in the bowls.

The board, in their decision, cited several cases decided by them where it was held that goods composed in part of a certain material were dutiable as articles of that material, provided it constituted the component of chief value in the composition. As to the bowls under consideration, the board said in their decision: "It is clear that the provision in paragraph 459 for pipes and bowls made of clay was intended to cover not only articles made wholly of clay, but also such as were composed in chief value of clay. It is, therefore, plain that the bowls in question being composed in chief value of clay are entitled to the compound rate claimed by the protestant, while the pipes being in chief value of rubber were properly assessed under the more general provision for all smokers' articles whatsoever."

Stogies for Hawaiians.

The enterprise of the Collins Cigar Co., of Pittsburg, has made it possible for the famous Pittsburg stogie to get into line and follow the flag into the "far east." A big shipment of the popular stogies of the Collins Cigar Co. left Pittsburg for Honolulu, Territory of Hawaii, last week. The shipment consisted of thirty cases or 300,000 "Our Country's Pride" cheroots, "Seal of Pittsburg" stogies and "Saw-Log" stogies, and is billed by Pennsylvania company freight care Atchison, Topeka and Santa Fe R. R. to Chicago and care J. B. Spreckles Steamship Line at San Francisco. The consignment of these stogies to our newest possessions is evidence of the widespread demand manifested throughout the world for the famous Pittsburg stogie.

—A new fad among the ladies of Paris is said to be the coffee cigarette, made of the coffee leaf—fine, coarse or navy cut, according to the taste of the user.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

This is the Cigar
that will help you out in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

Ariel Tenting Cloth
For shade growing of tobacco, vegetables and market produce. Made especially for the purpose in widths of 126, 144 and 200 inches.
ORDERS RECEIVED FOR EARLY SPRING DELIVERY
J. H. LANE & CO. 110 Worth St., New York City
ARIEL MITCHELSON, Tariffville, Conn.
or, OLDS & WHIPPLE, Hartford, Conn.

BENNINGHAUS
Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of Sumatra and Havana, and Dealers in all kinds of Leaf Tobacco.
Always in the market for Cigar Cuttings.
Correspondence solicited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS. Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of AND Seed Leaf Tobacco
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Philadelphia Tobacco Pencilings.

The cigar trade has again somewhat recovered from the effects of the extremely severe and inclement weather of the past ten days, both retail dealer and jobber reporting an improvement in business this week.

More or less extensive outdoor advertising is now being done by Robert Klee on the "Mozart," and by H. B. Grauley on the "Golden Rule," through the D. C. Humphreys Co., sign makers.

Mr. Dempsey, of Auer & Dempsey, the energetic cigar manufacturing firm at Broad and Vine streets, has just returned from a business trip through the middle west and upon which he met with very encouraging success. The firm has been placing, since February last, among the jobbing trade of the west, a new brand under the title of "A. & D.," and report that the results so far have been very satisfactory, particularly in Grand Rapids and other points in Michigan. At Washington and other southern points they also report a highly satisfactory trade.

Joe Way is now completing what he expects to make one or Philadelphia's finest cigar stores at 1337 Market street, apposite Wanamaker's, in the bulk windows of which are decorations in the shape of bent glass signs, while on the exterior will appear a beautiful script sign, in gold, extending across the building, and which, at night will be beautifully illuminated by the use of sixty or seventy incandescent electric lights.

J. B. Wertheim, of E. M. Schwarz & Co., and vice-president of Jose Lovera & Co., of New York city, was among the recent visitors, and it is reported that he did quite nicely.

Ottenberg & Co., successors to Ottenberg & Bros., of New York city and Tampa, were recently represented here by A. Friedenheim, who was introducing a line of their clear Havana goods in this city.

C. E. Miller, of C. E. Miller & Co., is again making his headquarters at 333-35 Walnut street, this city, having recently moved here from New York.

J. W. Madison, general representative of Trujillo & Co., returned to this city on Friday last after a trip through the west, which, he states, was one of the most satisfactory he has ever made.

J. I. Mayer, president of the Pereira-Mayer Co., a new firm of clear Havana cigar manufacturers at 225 E. 41st street, New York city, made his initial visit among the trade here, on Monday of this week. It was virtually his first day out in the interest of his new house and he received many complimentary orders upon his exquisite line. Mr. Mayer is well known to the trade here, and is, in fact, a resident of this city, living at 2405 N. Broad street, and therefore needs no introduction from us. He is perhaps better known in the United States as the general agent of the Eugene Vallens & Co., formerly of Chicago, whom he served so efficiently for over fifteen years.

Neil McCoull Co., manufacturers of Turkish cigarettes, at 97 Sixth avenue, New York city, are making a strong effort to place their goods in this market more largely than ever before. E Geppert has been representing the company for the past ten days, and has succeeded in placing the goods in numerous establishments.

O. L. Parmenter, President of the Racine Paper Goods Co., of Racine, Wis., was here last week, and pocketed some nice orders for his company's wax lined pocket humidors. The company's local representatives are Coane & Patterson, at 113 South Thirteenth street.

Pent Bros. are now busily engaged in changing all their advertising matter from the old name of Pent Bros. & Coleman to the present name. Many hundreds of their signs are being displayed in this city alone, and the task is therefore not an easy one.

J. Davidson, a manufacturer and jobber on North Tenth street near Market, is again reviving the jobbing trade quite nicely, having practically relinquished it during the past two years. Incidentally, of course, he is endeavoring to keep the sales of his "El Zeno" five cent cigar ahead of all previous records.

Considerable new advertising matter in the shape of celluloid change mats is being distributed by W. K. Roedel & Co. in advertising their "La Flor de W. K. Roedel" ten cent cigar.

The offices of the La Hilda Cigar Factory, at 321 Chestnut street, had a narrow escape from serious injury last week, when by an accident the marble cornice of a new building being erected next door by the Fidelity Title and Trust Co. toppled over, crushing scaffolding and everything beneath it, including the lives of two men.

Harry Boston, representing the well-known pipe house of Wm. C. Demuth & Co., of New York, and W. H. Terrell, the genial traveling representative of Sanchez & Haya, of New York, were among the week's visitors.

If the sender of an anonymous postal card which was received at this office will call and give us satisfactory evidence of the truthfulness of his assertions, we will cheerfully publish the same, otherwise no attention can be paid to it.

John J. Bagley & Co., tobacco manufacturers at Detroit, Mich., have opened headquarters at 102 Arch street, this city, which are in charge of Mr. Wm. Moss.

B. Lipschutz, the popular cigar manufacturer on North Twelfth street, has recently increased his force of cigar-makers at his factory on Filbert street, which, by the way, is one of the most complete moderate-sized factories in this city.

The twenty-first anniversary of the establishment of the cigar-maker's organization in Philadelphia will be celebrated on March 10th by Union No. 100, at its hall, 931 Callowhill street. A concert will be given for the members of the three local unions, Nos. 100, 165 and 293, and their families.

Sheip & Vandegrift had plans prepared for a large addition to their extensive cigar box manufacturing plant on Lawrence street, above Brown. The new building will consist of a three-story and basement warehouse, 23x66 feet; a one-and-a-half story shop, 40x66 feet; a four-story storage shed, 90x16 feet; a one-story dryer house, 20x40 feet, and an addition, 10x40 feet, to the boiler room. The building will be built on the slow burning construction method, of brick, with steel trusses, steel columns, and a slag roof. Cement floors, Belgian block and plank paving are provided for in the specifications. The building will be equipped with Kinnear sliding doors, automatic tin-lined doors, and a tank on the roof.

IN THE LEAF CIRCLES.

The leaf trade has been more active this week than at any time during the present year. Visitors were far more numerous, and the trade is, in every way, more full of spirit.

George Burghard received a car load of Havana seed binders which were thought to have been lost in transit, having been located somewhere east of Chicago since January 10th. Mr. Burghard, however, is highly pleased to have received them, feeling confident that it is an exceptionally fine lot of goods, and that he can easily turn them to value.

F. Eckerson, of F. Eckerson & Co., returned from Havana last week. Of his new purchases of Havana tobacco 257 bales arrived on the "Morro Castle." The remainder, however, are to be left in Cuba for some weeks yet. Mr. Eckerson informs us that while in Cuba he met Mr. Wm. Castle, a member of the former firm of Castle & Schell, well known to the Philadelphia trade Mr. Castle is now in the soda water business in Havana, and wishes to be remembered to his acquaintances here.

Oscar G. Boehm, of Bremer Bros. & Boehm, Charles Martinez, with E. A. Calves & Co., and Tom Stavely, of the John B. Heil Co., are now working energetically for their respective houses. Messrs. Boeem and Martinez are visiting the trade of their respective firms through Pennsylvania, while Mr. Stavely is covering the principal southern points in the interest of his house.

S. Agatstein, with K. Straus & Co., has just returned from a two months' western trip. Mr. Straus, the head of this house, is again able to make daily visits to the office, having been under the doctor's care for several weeks.

Jake Labe, of B. Labe & Sons, arrived here on Saturday after a six weeks' tour of the middle west.

H. S. Myers, now with Leopold Loeb & Co., of this city, left on Monday for Pittsburg, from which point he will cover New York and the New England States.

E. P. Wiseburn, of the firm of C. C. Hamilton & Co., tobacco inspectors of New York city, was among the recent visitors to the leaf trade here in the interest of his house. Incidentally Mr. Wiseburn has also introduced here successfully the new tobacco patent sample binder, the use of which has been adopted by several of our most progressive leaf men.

H. Schlessinger, of S. Schlessinger & Co., Cleveland, O., stopped in Philadelphia last week for a day enroute to New York. He reports the trade conditions in Cleveland fairly satisfactory, but states that there is always room for improvement, and that the leaf trades, like every one else, is always anxious to do more business.

G. W. Newman, of Young & Newman, is now visiting the firm's warehouse in Wisconsin, and is looking after their packing interests.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

"Good wits jump, a word to the wise is enough." Quality and Price are right in our Cigars.
Chief Rabban, Wyoming Elk } 10c. Lady Mar, Measure for Measure } 5c.
PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

THE UNIQUE Creaseless Case Hardened Vertical Top Cigar Molds
ARE GUARANTEED TO OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702-12 W. Locust St., Davenport, Ia., U. S. A.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.

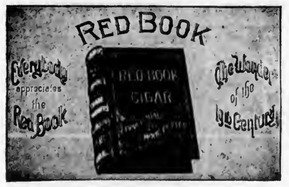
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

SELLING BY THE MILLION.



"RED BOOK"
THE NEW
Five-Cent Cigar
B. Newmark & Co.
Makers,
NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

Among the visitors to the leaf trade here recently were Isaac Meyer, of Isaac Meyer & Co., M. C. Myers, with Simon Auerbach & Co, Frank Pulver and Walter Lazar, of Sutter Bros., M. Stern, with L. Sylvester & Son, Marco Fleischman, with S. Rossin & Son, J. Lichtenstein, of J. Lichtenstein & Co., Walter Beer, of Weil & Co., I. Lederer, with Rothschild & Bro., L. Cohn, of A. Cohn & Co., B. Regenberg, with Hinsdale Smith & Co., Mr. Starr, of Starr Bros., all of New York city, H. Schlessinger, of S. Schlessinger & Co., Cleveland, O., M. Rosenthal, of M. Rosenthal & Co., Lancaster, C. M. Benninghaus, of the Benninghaus Tobacco Co., Baltimore, Md., and S. L. Johns, McSherrystown, Pa.

PHILAD'A LEAF MARKET.

The energy displayed by leaf men during the past week has not been of much avail, as the market has remained rather quiet, with transactions limited to small quantities. Notwithstanding the fact that the dullness has continued for some weeks there has not been the slightest break in prices for any kind of domestic leaf, a fact which is due to the comparatively small quantity of old goods left on the market. The 1900 tobaccos are also being gradually consumed, leaving little available.

Havana has not revived to the state of activity which was expected for it, yet good tobaccos are bringing good values.

The Sumatra market is somewhat lagging, waiting the more definite knowledge of the new crop which is expected in a short time.

EXPORTS.

Antwerp—21 cases plug; 66 hhds. and 47 cases leaf.
London 415 cases plug.
Rotterdam—5 hhds.; 25 cases plug.

A. Cohn & Co's. New Florida Sumatra and Havana.

A. Cohn & Co., of 142 Water street, New York, proprietors of the big A. C. Deli Florida plantation, announce that the new crop of Florida Sumatra and Havana is now ready for the trade. They are disposing of it as fast as it arrives in New York.

The firm says the new crop is the finest they have ever grown.

Cuban Republic on May 19, Perhaps.

Plans for the inauguration of the independent government in Cuba and the withdrawel of United States troops from the Island were discussed at the cabinet meeting in Washington on February 28. Secretary Root took the leading part in the conference. The date tentatively discussed for the inauguration of President Palma and the other newly-elected Cuban officers was May 19. It was re-called, however, that according to the terms of the Platt amendment a treaty would have to be negotiated between the United States and Cuba, the convention to be ratified immediately after the installation of the new officials. The withdrawal of troops will not take place until after the ratification of the treaty.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Mar. 3, 1902.

The trade during the present week has brightened up considerably. Dealers and packers have again become more active, and as a result much better trade can be reported for the week, and it has furthermore resulted in a fair volume of business. The buying has somewhat slackened off owing perhaps to some extent to the very severe weather which was experienced here last week.

I. H. Weaver, the well known packer on North Prince street, has just purchased the properties 241-43 for a consideration of $11,500. The buildings have been used by Mr. Weaver for packing purposes for the past two years.

A new leaf tobacco firm has been started at Lincoln by Israel Keller of Springville, and Jacob Keller of Akron, under the firm name of Keller Bros.

A. N. Wolf, of Akron, manufacturer and leaf dealer, has leased a floor of the new shoe factory building of that town, which he will occupy for packing purposes.

F. B. Wiseburn, of the tobacco inspecting firm of C. C. Hamilton & Co., of New York city, visited several members of the trade here late last week Mr. Wiseburn is extending the operations of his house in this section, and incidentally also was introducing to them the patent tobacco sample binder with which the leaf trade here is highly pleased. This firm's local representative is Frank V. Miller, whose headquarters are 206 North Queen street.

HOW IT IS IN YORK.

YORK, PA., March 3, 1902.

The chief secret of success with successful manufacturers is the fact that they continually hustle for trade. This sign of activity may take the form of advertisement or personal drumming, but the results are identical. To make a success of a venture in these days of competition means—a word to the wise—hustle.

A very good production in the cigar line is the "Cracker Jack Crooks," a cigar manufactured by A. S. Frey & Co., at Red Lion, Pa. This particular cigar has few

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

equals as far as an up-to-date satis factory smoke is concerned, and rivals many higher priced articles in workmanship and appearance.

The results of the recent election show that a prominent tobacco dealer was a successful candidate; Noah Gillen has been elected to City Councils. Now watch for ordinances.

A very destructive fire occurred at Emigsville on Thursday morning totally destroying the Juan Rubino & Co.'s cigar plant. The building was a frame structure and contained a quantity of tobacco and about 100,000 cigars ready for packing, also a large number which had been stamped ready for shipment. The cigars were all destroyed with the building, while most of the tobacco was saved; the loss, however, is about $4,500. The fire originated in a chimney, the complete destruction being due to poor fire fighting facilities, the bucket brigade being of little service.

The Paragon Cigar Co. is very busy at present working over time. As this season of the year bodes ill to cigar business in many cases, the present orders for this factory shows good material and proper management.

We were visited in the city by Eli Shertzer, the veteran tobacco man from Philadelphia, who has been visiting the trade in Hanover, York and vicinity.

Fire in an Altoona Factory.

The Altoona Cigar Manufacturing Company, Messrs. Harry Parrish and Robert Gordon, proprietors, located at 709 Seventeenth street, Altoona, Pa., was visited by fire last week and the stock of tobacco practically ruined.

The firm had been doing a good business and had on hand a large number of cigars ready for shipment. This latter had been delayed because of the inability to get boxes from Lancaster. Parrish stated that the stock was valued at $1,800 and on this there was an insurance of $1,400.

Big Shipment of Cigar Machinery.

The Miller, DuBrul & Peters Manufacturing Co, of Cincinnati, O., has made a shipment of a car load of cigars and tobacco machinery to the Fiji Islands. Their special lines of machinery for the manufacture of cigars, etc., is already extensively in uee in many foreign countries.

FOR A UNIFORM DUTY ON HAVANA TOBACCO.

Philadelphians Petition Ways and Means Committee.

The following petition, signed by a number of Philadelphia's leading manufacturers, and not a few leaf dealers, was forwarded to the Chairman of the Ways and Means Committee of the House of Representatives on Saturday last.

Hon. S. V. Payne,
Chairman Committee on Ways and Means House of Representatives, Washington, D. C.

Sir:—We, the undersigned cigar manufacturers and leaf dealers, realizing the moral duty of the United States, so strongly and ably expressed by our honored President, Theodore Roosevelt, in his recent message to Congress, to adopt such legislative measures as are best suited to relieve Cuba from the business depression and the financial distress that prevails in the Island, largely due to the severance of her former advantageous trade relations with Spain, and her present commercial isolation, and with the view to the adoption of such measures of relief as will accomplish the honorable purpose of placing Cuba on a sound economical basis by providing an advantageous market for her products without, at the same time, injuring our industrial interests, respectfully submit to your consideration the following petition recommending this action:

A uniform duty on Havana tobacco of 20 per cent. per pound; taking in consideration that Havana tobaccos do not come in competition with the domestic leaf, but on the contrary that the Havana fillers will enable the cigar manufacturers to use domestic mild fillers, which, if taken alone, would not be suitable for the manufacture of cigars.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE,
Leaf Tobacco
We Buy Direct from the Grower and Sell to the Manufacturer
Fine Connecticut Leaf
a Specialty
201 and 203 North Duke Street
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers. Sell to Jobbers only.
STANDARD Two-fors and Three-fors Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

MINNEAPOLIS CIGAR DEALERS WANT REBATE.

One of the strongest documents yet presented to the ways and means committee has been presented by Congressman Tawney, of Minnesota. It came from Minneapolis importers of Hava cigars, and is as follows:

The undersigned subscribers engaged in the importing of Havana cigars in the city of Minneapolis, Minn., in view of any proposed change in existing duties on cigars imported from Cuba, respectfully beg to call your attention to a careful consideration of the interests of our trade, in the framing of any bill changing the duties on Havana cigars for the following reasons:

1. The duties on Havana cigars have, since the McKinley act, been very heavy, almost to the verge of prohibition, amounting to from 100 to 200 per cent on the cost of cigars in Cuba.

2. Notwithstanding these heavy duties, there have been brought into this country an average of about 35,000,000 cigars per annum on which we have paid very large sums to the government.

3. Prosecuting the importing business necessitates the carrying of large stocks of imported cigars, consequently any change that might be inaugurated in duties would entail considerable pecuniary loss to all engaged in this branch of cigar trade, unless your committee, in its discretion, should see that we are protected in the framing of the act by providing a rebate on stocks on hand at time of the act going into effect for any difference between the present duties we have paid and the new schedule.

Such changes in duties as may be made for the benefit of the government of Cuba—already under a deep load of gratitude to this country—should not work any hardship and loss to the citizens of our own country, but should make provision for guarding against loss in value and in the uninterrupted prosecution of our business.

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA
123 N. THIRD ST. PHILADELPHIA
21

IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
WE MAKE STRICTLY STANDARD QUALITY GOODS.
A Sample Order Will Convince You. Try It.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

The Tobacco World for One Year, $2

A. COHN & CO.

Growers of the Finest

FLORIDA

Sumatra and Havana

TOBACCOS

A. COHN & CO.

142 Water Street, NEW YORK.

DO YOU WANT TO MEET COMPETITION?

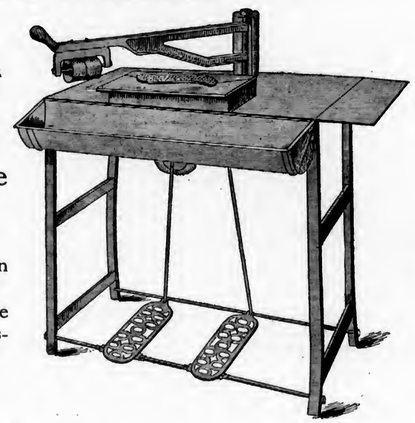
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars.

Free Instruction to Purchasers.

Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

G.A.Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

THE TRADE IN READING.

READING, PA., March 1, 1902.

Reading's leaf tobacco dealers, J. U. Fehr, John A. Hain & Co., and L. L. & M. F. Greene, report that the trade has brightened up considerably during the past week and that the purchases of leaf tobacco are considerably heavier than they have been for some time. This is regarded as an indication that a busy spring trade may be looked for in the cigar manufacturing business. Among the latest firms to enter the leaf tobacco business is Hartman & Riegel, 809 Penn street.

The employes of Valentine E. Wilk's cigar factory, 249 Pear street, were vaccinated at the request of the proprietor, who believes that every manufacturer should take this position and help secure thorough vaccination. Mr. Wilk is very busy and has a number of large orders on hand. He runs a Union label cigar factory, and is one of the pioneers in the city using the label. He makes a specialty of his "Germania" brand.

A patent has been granted to J M. Althouse, of this city, for an electric cigar lighter. The device is intended for retail cigar stores, hotels, etc., and is a neat and ornamental fixture. The patent was secured through Patent Attorney Ed. A. Kelley, this city, and it is probable that a stock company will be formed for the purpose of manufacturing them on a large scale.

Extensive improvements have been made to the cigar store at 510 Penn street, formerly conducted by Storm Miller, and recently acquired by Edwin S. Kerper, who was formerly traveling representative of the Prizer-Painter Stove Co. The store room has been repapered and painted and a pool table added.

Charles Breneiser & Sons, whole sale tobacco dealers, Seventh and Penn streets, have been appointed local distributers for "The Favorita," a Porto Rican cigarette manufactured by L. Daussa, at Ponce. P. R.

M. L. Crouse & Co., cigar manufacturers, are placing a new stogie on the market, which will be known as the "Jackson Pole." It is 6½ inches long, and is made chiefly for the trade in this county, although there are orders booked ahead for other places.

Thomas J. Gift, 712 Penn street, who has been in the cigar and pool room business at different locations on Penn street for the past 12 years, has leased the large three-story brick dwelling with lodge halls at the southwest corner of Ninth and Walnut streets where he will move his place of business about April 1. The new place is being handsomely finished throughout, and when completed will be one of the finest smoking dens in the city. Mr. Gift is very popular among many friends, and will spare no expense to make the place the most attractive in Reading.

The co partnership existing between L. R. Romig and Samuel B Keppel, trading under the name of L. R. Romig & Co., cigar manufacturers, at Sinking Springs, has been liquidated and closed. Samuel B. Keppel is the liquidating agent.

Cigar manufacturer John J. Roth, 750 Penn street, received an order for 10 000 of one of his leading brands from a New York house. He recently put a new brand on the market called "What," and it is selling well. His "Cake Walk" still continues to have a large sale.

Bitting & Hawk, cigar manufacturers at 227 Orange street, enjoy a large run on their "Way-On," a nickel brand, and will place several new brands on the market in the spring The firm recently acquired new headquarters

Daniel Fleck, of the Fleck Cigar Company, returned from an extensive and successful western trip in the interest of the firm. Charles Fleck, the senior member of the firm, returned from a successful trip through the coal regions.

Hartman & Riegel, cigar manufacturers have moved into larger quarters at 21 South Ninth street, the factory recently vacated by H. H. Roland. It is a two-story brick building, 15 by 30 feet. The firm will continue to conduct their retail store at 809 Penn street, but the factory was moved into the larger place owing to increasing business. A S. Hartman will have charge of the store and Howard E. Riegel will have personal supervision of

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,

MANUFACTURER OF

HIGH GRADE NICKEL

Seed and Havana Cigars

The "EARL OF BATH"

Is one of our leaders. It's new and good.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory

M. E. PLYMIRE, Proprietor,

Loganville, Pa.

Choice 5 and 10-Cent CIGARS

Common Cigars furnished, if desired.

THIS IS IMPORTANT TO YOU

There are a good many cigar makers who cling to obsolete methods on account of what they call the expense of making changes and getting on a modern basis.

As a matter of fact, this isn't a question of expense at all. Do you call it an expense to pay somebody for making your clothes instead of doing it yourself? It is simply a question of having things done for you cheaper and better than you can do them yourself.

This is precisely what modern cigar making tools and equipment do for you.

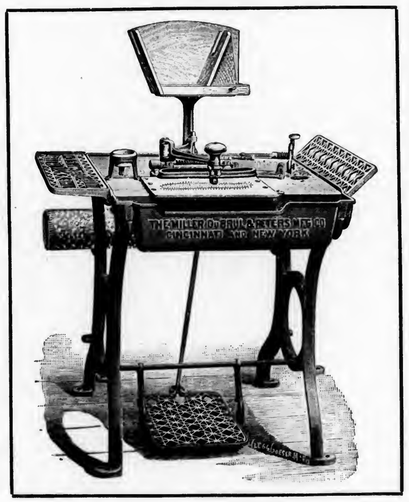
The fact is that the right sort of tools pay for themselves in a short time by increasing both the quantity and quality of the output and by reducing the cost per thousand: thus they become more than self-supporting.

The DuBrul Dieless Suction Table is a case in point.

This table will soon pay for itself and go on making money for you year in and year out.

We still continue making tables with dies and rollers, but we submit this Dieless Table to the trade as the ultimate success of years of effort to produce a really perfect, satisfactory and efficient method of rolling cigars.

The elimination of dies and rollers and their annoying and intricate mechanism is an important step forward.



This table is simplicity itself and on this account is welcomed by the operator with open arms.

It does its work better than any table with dies can possibly do.

It increases the output because it enables the operator to do more work and the work is much easier to learn than on any other table.

It produces better goods because the wrapper is cut with a knife, giving a clean cut edge instead of a mashing cut edge with a white streak. Every die will leave a streak, and that streak won't do on "Clear Havanas." Further, because there are no dies in the way with their attendant complications and care, the operator has free action and is able to turn off a far better looking cigar.

These are some of the reasons why the DuBrul Dieless Suction Table ought to be installed on your premises at the earliest possible moment.

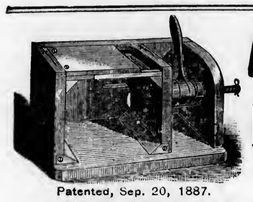
There are other reasons and other facts which we should like to give you.

It will pay you to open correspondence with us in regard to this Table, and if not about this one, let us hear from you about our Die Table, the best in the business We exhibit both styles at our offices.

Ask for Booklet w. s., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



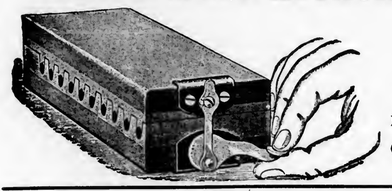
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

the factory. The firm will engage in the wholesale and retail leaf tobacco trade in connection with their present business.

A good joke is told about one of the leading cigar manufacturers here. The representative of The Tobacco World entered his business place with a view of giving him a notice on his business. "How is business?" the reporter asked. "Very dull," the business man replied, "I expect to lay off fully a dozen hands on Saturday."

"Is that possible," said the reporter, "I will call later, to give a notice," he said as he started to leave.

"Don't be in a hurry," said the proprietor. "I thought you came here for a job. I thought you were a cigar maker out of work. I am bothered with so many "comers" and "goers," and that is why I gave you that funny tale. I am right busy, and predict a bright spring trade. You can say so, if you wish."

The reporter left, wondering whether such a man was deserving of a notice or not. But, after all, such is life. "Pompey."

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Monterey" and "Morro Castle."

CIGARS	cases
G. S. Nicholas, New York	26
Acker, Merrall & Condit, New York	21
Park & Tilford, New York	18
B. Wasserman, New York	16
Duncan & Moorhead, Philadelphia	14
D. Osborn & Co., Newark, N. J.	11
Waldorf-Astoria Segar Co., New York	8
S. Bachman & Co., San Francisco	6
M. Blaskower & Co., San Francisco	5
Goldberg Bowen & Co, San Francisco	5
Estabrook & Eaton, Boston	5
S. S. Pierce Co., Boston	4
George K. McGaw & Co., Baltimore	4
Best & Russell Co., Chicago	4
Grommes & Ulrich, Chicago	4
Sprague, Warner & Co., Chicago	2
Sig. Sichel & Co., Portland, Ore.	2
H. B. Grauley, Philadelphia	1
Reymer Bros., Pittsburg, Pa.	1
C. B. Perkins & Co., Boston	1
American Cigar Co., New York	1
M. A. Gunst & Co., San Francisco	1
Total	160
Previously imported	979
Imported since Jan. 1, 1902,	1,139

LEAF TOBACCO	bales
Rothschild & Bro., New York	717
F. Oppenheimer New York	534
H. Traiser & Co., Boston	380
Sutter Bros., New York	276
F. Eckerson & Co., Philadelphia	257
Sutter Bros., Chicago	183
J. Bernheim & Son, New York	166
Hamburger Bros. & Co., New York	149
American Cigar Co., New York	139
Havemeyer & Vigelius, New York	126
Guedalia & Co., New York	110
J. P. Portuondo Cigar Mfg. Co., Phila.	91
E. P. Cordero, New York	56
J. Brand & Co., New York	50
S. Rossin & Sons, New York	50
Hinsdale Smith & Co., Boston	50
American Cigar Co., Chicago	45
John W Merriam & Co., New York	40
Perez, Rodriguez & Co., New York	35
F. Alvarez Philadelphia	30
I. Bijur & Son, New York	25
S Ashner, New York	22
M. J. Lopez & Co., New York	21
E. Rosenwald & Bro., New York	20
Jos. Hirsch & Son, New York	16
F. Garcia, Bros. & Co., New York	15
E. Hoffman & Son, New York	15
Carl Upmann, New York	15
Ron-Fernandez Cigar Co., Duluth, Minn	14
J. Holzman, New York	14
Yocum Bros., Reading	14
S. L. Goldberg & Sons, New York	11
Hinsdale Smith & Co., New York	11
Loeb-Nunez Havana Co., Philadelphia	10
S. Auerbach & Co., New York	6
B Diaz & Co., New York	5
Hooker Cigar Mfg. Co., Minneapolis	5
Order, "V"	2
Total	3,725
Previously reported	16,100
Imported since Jan. 1, 1902,	19,825

Western Tobacco Reports.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our weather has moderated, and in spite of bad roads our receipts this week were 556 hhds; offerings on the breaks were 28 hhds; and sales 24 hhds. Mainly the lower grades are offering publicly, and the market was quiet and unchanged, the demand seeming strongest for lugs.

There is rather more buying in the loose tobacco market which will soon close. The recent rains are swelling the water courses again.

Quotations:

Low Lugs	$4.25 to $4 50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6 50
Medium Leaf	7.00 to 8.00

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 5,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
C. E. LEBER, Proprietor No. 1597
Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports
HAVANA AND SEED **CIGARS**
Special Brands to Order. DELROY, PA.

D. B. GOODLING
Manufacturer of **CIGARS** Jobbing Trade only
Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.

Dealers in and Manufacturers of

Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,

Packer and Dealer in **Leaf Tobacco**

No. 12 South George Street,

'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of

DOMESTIC and IMPORTED **Leaf Tobacco**

YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

HOPKINSVILLE, KY.
M. D. Boales.

The breaks for the week were 44 hhds, all common grades in soft order; only 5 hhds sold. Sellers are not offering as but few orders are on the market, and prices not yet fixed so as to quote market values. The weather is favorable and large receipts of loose tobacco coming in, and buyers are on the keen jump to secure the small portion unsold at ½ to ¾c more than paid heretofore. Very small part of the crop is unsold; being the best crop grown for several year. The situation portends higher prices; especially for Low and Common grades.

MONTHLY STATEMENT	1902.	February. 1901.
Receipts for Month	1,160	655
Sales for "	99	309
Shipments for "	385	1,426
Stock on sale	1,810	1,819
" sold	565	845
" on hand	2,175	2,664

Old Lugs, 4¾ to 5¾c; Old Leaf, 5½ to 7½c. Stock small only about 200 hhds of all grades.

EDGERTON, WIS.

There is evidently a disposition in some localities to grant a concession in the price asked by growers for their tobacco, which is leading to a more generous movement of the crop, as evidenced by the sales recorded this week. While the buying by no means approaches the usual conditions of a lively market, there is reason to believe that dealers will become more active as the prices demanded come near their ideas of what they feel warranted in paying. As the spring months approach growers have always been willing to grant these concessions rather than sort and pack their tobacco, and yet a good many farmer are arranging to assort and pack their crops upon the farms or hire it done at local warehouses.

Work has commenced on the New England tobacco brought into the state which is being closely graded and as carefully assorted as is done in the east, requiring an unusual amount of pains taking labor.

The market for old goods has developed no new features and only a moderate amount of business is recorded. Andrew Jensen sold a 200cs lot of export grades and E. C. Hopkins a car load of '99 leaf.

Shipments, 1,500cs.—Reporter.

JANESVILLE, WIS.

In this immediate vicinity the conditions remain about the same, as regards the buying of the 1901 crop. In some other parts of the state there is a slightly increased activity. Local buyers still maintain they cannot afford to pay the prices ask for the cheaper grades remaining in the hands of the farmers. They claim that most of the tobacco grown in this vicinity must be bought at a price that will permit of its being sold for export, or at export prices.

The first rain of the year began falling early yesterday morning and continue all day. Should it continued through to-day, it will bring what tobacco is hanging into good case.

In old goods conditions remain about as inactive as in former weeks. A. N. Jones sold 200 cases of 1900 to eastern buyers. The rest of the business is made up of small lots sold to manufacturers.—Farm and Home.

THE PIPE DREAM.
[Concluded from page 9]

which serves to connect his name with this veracious tale is of foremost importance in the history of the pipe.

In the last town which the Piper had visited before coming to Hamelin there was a law against peripatetic harmony such as he dispensed. So he came on to Hamelin "dead broke," but resolved to earn some thing in this historic village by the exercise of his ingenuity. He posed as a sorcerer, and as the people were very superstitious in those days, he was believed and feared The first thing he did was to clear the place of rodents as St. Patrick treated the snakes in Ireland. But it was not the charm of his music that enticed the rats into the river His playing was a poetic subterfuge. He carried a seven year old limburger cheese in each pocket, and Hamelin rats doted on limburger as a delicatessan. As for the kidnapping of the children, that part of the legend was impossible, since we are told on reliable authority that they had all been excused from school that day and were enjoying themselves at the circus.

The real truth of the tale is that the Piper of Hamelin left the village after the advanture with the rodents and began his long walk toward his next stopping place On the way he grew tired and lay down under a spreading chestnut tree, where he fell asleep. Now comes the interesting part of the story, ever to be remembered in the annals of pipedom. While Hamelin lay there soundly sleeping in open-mouthed oblivion, with his pipe stuck in his waist band like a dagger, two jovial youngsters came along, and seeing him resolved to play a practical joke upon him. They took the pipe without disturbing the sleeper, filled it with dry chips and leaves, and setting fire to one end they placed the other end into the open mouth of unsuspecting Hamelin, where it stood upright like a smoking chimney from the roof of a house.

The pipe began to burn steadily, and the Piper began to dream a dream the like of which never a mortal had dreamed before. It was a pipe dream. He beheld in a sort of vision what was destined to become a fragrant and soothing companion of mankind forever after. And he awoke when the dream became so hot as to be too realistic, and saw the vision realized and at hand, or rather, at mouth. From this incident the real pipe, not the musical instrument, derived its name, and hence the Pied Piper of Hamelin will go down to immortal fame and be accorded the everlasting love of all true devotees of the meerschaum and the briarwood.

We may end this history by quoting from Byron, who used to smoke a pipe himself while he wrote poetry. He says of the fragrant weed:

"Divine in hookas, glorious in a pipe
When tipp'd with amber, mellow, rich, and ripe;
Like other charmers, wooing the caress
More dazzlingly when daring in full dress;
Yet thy true lovers more admire by far
Thy naked beauties—give me a cigar!"

LATE REVENUE DECISIONS.

Tin Foil Wrappings for Cigars.

The Commissioner has approved the use of a box of 50 cigars, properly labeled, branded and stamped, the cigars being put up in bundles of five each, wrapped in tin foil and tied with ribbon, cautioning the interested parties that the bundles of cigars must remain in the stamped box until sold and delivered to consumers.

Repacking Damaged Cigars.

A cigar dealer having on hand a quantity of cigars damaged by fire has been advised that such cigars could be placed in the hands of a qualified manufacturer for the purpose of having them reboxed and restamped; and, further, that the manufacturer receiving the goods on his premises must properly account for the same on his Book 73, and monthly return, Form 72, and that he could thereafter receive credit in that account for the number of cigars repacked and restamped and delivered to the owner.

Sample Cigars.

A cigar manufacturer, who desired to take cigars from stamped packages and repack the same in pouches containing one, two or three cigars each, for delivery by his salesmen as samples, or for transmission through the mails for the same purpose, was advised that there is no provision of law or regulation under which a manufacturer or a dealer in cigars would be privileged to solicit trade by sending out unstamped sample cigars put up in boxes, or other packages containing a less or a greater number than required by law to be placed in each box, nor is it permissible for a manufacturer or his agent to repack any number of cigars in unstamped pouches for delivery on a subsequent date to dealers or consumers, but that such cigars as are intended to be distributed to the trade gratis must be delivered directly from the stamped box.

Repacking Stamped Tobacco.

A manufacturer has been granted special permission to remove 2,300 pounds of tax paid tobacco from eight ounce packages, in the presence of a Deputy Collector (who should destroy the stamps) and thereafter rework, repack and restamp the tobacco, and make a claim for the value of the stamps first used and destroyed. Evidence must be submitted showing whether such stamps had been affixed and canceled previous to the 1st day of July, 1901, and subsequent to June 13, 1898; and, further, whether this taxpaid tobacco was on hand,

A. KOHLER & CO.
Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of

Hand-Made Cigars:

"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"

Leaders in Five and Ten-cent Goods.
Private Brands to order.

Red Lion, Pa.

J. M. McGUIGAN
SEVEN BRANDS: Light Horse Harry, La Catalonia, Cassandra, Indian Pride

MANUFACTURER OF AND WHOLESALE DEALER IN All Kinds of CIGARS and Leaf Tobacco

RED LION, YORK CO. PA.

T. L. ADAIR,
Established 1895

Wholesale Manufacturer of

FINE CIGARS

Red Lion, Pa.

Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF

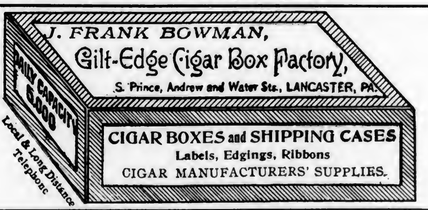
FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,

S. Prince, Andrew and Water Sts., LANCASTER, PA.



KAUFFMAN BROS.
LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known **Crooked Traveler,** 2 for 5 Cts.

Sold through the Jobbing Trade. Factory, 119 S. Christian St.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**

145 North Market Street,

Lancaster, Pa.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a.

They are on Sale Everywhere.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN **CIGAR BOX LUMBER,**

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis

PACKERS OF LEAF TOBACCO

TELEPHONE WIS. Reading, Pa.

STORAGE CAPACITY 10,000 CASES

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

stamped, on the 1st day of July and was the same tobacco included in a claim made by the manufacturer for rebate of 2 4 10 cents per pound tax, under section 4, act of March 2, 1901, and report specially and separately whether in fact the stamps were not affixed to the packages on and after the 1st day of July, 1901, showing payment of tax at the rate of 12 cents per pound, less 20 per cent. discount, allowed to the manufacturer when the stamps were sold to him.

Sale of Perique Tobacco.

A tobacco manufacturer, who, desired to sell unstamped Perique tobacco to other manufacturers for use in the manufacture of other styles of tobacco, was advised that section 3362, R. S., does not mention torquettes of Perique, which is a different style from that manufactured in carots; but that while a change has been made in the style of this tobacco, there has been no change in the law, and that the office is without authority to prescribe a regulation providing that such torquettes of Perique may be regarded as an unmanufactured tobacco material; and, further, that it is not disposed to class this tobacco as leaf, permitting its unrestricted sale by the producer to a qualified dealer in leaf tobacco, or resale by a manufacturer, as provided by section 3362, relating to the sale of cuttings, clippings, etc. Further, that Congress alone can provide a statute allowing this tobacco to be resold by the purchaser without the payment of tax.

Fac-simile Reproductions of Stamps

In regard to fac-simile reproductions of Internal Revenue stamps the Commissioner recently had occasion to call the attention of interested parties to section 3397 which makes it unlawful for any person to affix on any box containing cigars a stamp in the similitude or likeness of an Internal Revenue or customs stamp, and that fac-simile stamps could not be used in that connection. It was further advised that section 5430, R. S., imposes a penalty on any person who prints, photographs, or in any other manner makes or executes, or causes to be printed, photographed, made or executed, any engraving, photograph, print or impression, or likeness of any obligation or any other security of the Government. Section 42, act of August 28, 1894, also provides that if any person shall forge, counterfeit or resemble, or cause to be forged, counterfeited or resembled the impression, or any part of the impression, of any stamp, shall be punished. In view of this statute it was held that the reproduction of a fac-simile or photograph copies, or prints of Internal Revenue stamps for any purpose, would be in contravention of the statute.

Cigar and Cigarette Manufacturers' Records.

The Commissioner has ruled that a manufacturer making both large and small cigars and cigarettes will be privileged to keep separate records relating to each class of goods manufactured; one for cigars weighing more than three pounds per thousand; one for cigars weighing not more than three pounds per thousand, and one for cigarettes; and that if he makes two classes of cigarettes, one being tax-paid at the rate of $1 08 per thousand, and another being tax paid at the rate of 54 cents per thousand, he may keep a separate book for each class and render monthly returns, Form 72, for each class. It was further advised that the large cigar account should show the actual quantity of all stemmed and unstemmed leaf tobacco, scraps, cuttings and clippings received at the factory, and the quantity sold or returned, and that the several monthly returns on Form 72 should show the number of small cigars and cigarettes, respectively, manufactured and sold, and the number and value of stamps purchased and used; and that where a manufacturer makes several classes of goods, paying different rates of tax, his accounts will be credited with five pounds of unstemmed leaf tobacco or three pounds of stemmed leaf, scraps, cuttings or clippings, used in manufacturing one thousand small cigars or cigarettes; and if thereafter any deficiency appears in the material account it will be ascertained and charged to the large cigar account; and that when his accounts are adjusted those relating to small cigars or cigarettes will be first squared and the deficiency made to appear in the account of the manufactured cigars weighing more than three pounds per thousand.

BUSINESS CHANGES, FIRES, Etc.

Georgia—Brunswick—L. Weiss, cigars and tobacco; sold out.

Illinois—Chicago—David Levin, cigars; petition in bankruptcy.

La Salle—Frederick Gebicke, cigars; chattel mortgage $1,900.

Indiana—Syracuse—Harry Nye, cigar manufacturer; removed to North Manchester.

Maryland—Baltimore—D. Vasquez & Co., cigar mfrs.; discontinued.

Massachusetts—Brockton—Brockton Cigar and Tobacco Co., (not inc.,) manufacturers; Wm. and Jacob Provolsky, co-partners under above style, assigned.

Lynn—A. E. Copp, cigars and tobacco, has give up business here and will move to Salem.

Michigan—Detroit—Fred E. Hibbard, tobacco, cigars, etc.; chattel mortgage $670, renewed——Chas. Menot, tobacco and cigars; chattel mortgages (2) $162——F. F. Miller, retail tobacco and cigars; succeeded by Charles Menot.

Owosso—Seth E. Beers, cigars, tobacco, etc; sold out.

Missouri—Kansas City—H. C. Adams, cigars; sold out.

St. Louis—L. D. Braden, cigars; chattel mortgage, $1,200.

New York—Buffalo—Bernard Deutsch, agent, cigars; succeeded by Henry H. Domedion.

Granville-Carter-De Wolfe & Keyes, tobacco, etc.; dissolved.

Ohio—Toledo—Nelson Middaugh, cigars, tobacco, etc.; sold out.

Pennsylvania—Grove City—R. D. Young, cigars, etc.; judgment note, etc., $3,000.

Sinking Spring--L. Romig & Co., cigar manufacturers; discontinued.

Scranton—Nettie M. Palmer, cigars, etc., judgment $150.

Rhode Island—Rucabado—Portela & Co., cigar manufacturers; dissolved, and succeeded by Mateo Rucabado.

Virginia—Lynchburg — Stallings, Hancock & Co., leaf tobacco; dissolved.

Roanoke—Richardson & Westbrook, tobacco; dissolved.

TRADE will Follow

the introduction of the

HIGH GRADE SEED & HAVANA **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

The Horwitz Cigar Co.

224--6 W. Camden St.

Baltimore, Md.

Manufacturers of these Leading All-Tobacco LITTLE CIGARS:

STAPLE

15 Cent Package

JIMP

5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.

Sold to the **Wholesale and Jobbing Trade only.**

SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods. Correspondence invited.

Our Trade Mark Register.

No. 13 608

The above design was registered February, 19, 1902, at 4.30 p m, as a label to be pasted outside all cigar ribbon wrappers by the Wm. Wicke Ribbon Co., New York.

Fitz-You. No. 13,603
For cigars. Registered February 24, 1902, at 9 a m, by the Dixie Tobacco Co., Bedford City, Va.

Red Dott. No 13 604
For cigars and cheroots. Registered February 24, 1902, at 9 a m, by Russell P. Bowman & Co. Reading, Pa.

Golf. No. 13 605
For cigarettes, plug and smoking tobacco. Registered February 25, 1902, at 9 a m, by J. G. Shirk, Lancaster, Pa.

Llyswen. No. 13,606
For cigars, cigarettes and tobacco. Registered February 26, 1902, at 9 a m, by Ira J. Shelley, Altoona, Pa.

Legion of the Red Cross 13,607
For cigars. Registered February 26, 1902, at 9 a m, by J. C. Funck, Philadelphia, Pa.

Clino. No. 13,609
For cigars. Registered February 27, 1902, at 4 p m., by A. Klein, Philada.

REJECTIONS.

"La Nita" "Holy Smoke" "The Monk."

CANCELLATION.

The title "Langhorne" registered February 15, 1902, by F. W. Taylor, Philadelphia, Pa., has been cancelled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

La Invadia, La Cordura, General Porto Rico, Montevierno, Supreme Council, Sir William Van Horn, Luminoso, Egyptian Royalties, Happy Belle, Stickney's Perfection, Porticum, Lanita, John Mitchell, Sig. Sichel & Co's 1905 Union Made, McCarthy's Red Fox Tavern, C. H. W. My Own, Lady Hottentot, Entona, La Tasa, Flexo, Resilia, Lisco, Bravillo, Phronia, Sebastion Solares, Clynta, La Ciconia, La Gran Marca, Navasota, Alexander Wilson, Charles Wilson Peale, Le Sourire, George Sands, Charles Hawtrey, Alfred Noble, Ruthella, Golden Apple, Sweet Erin, Ladomo, Peter Muhlenberg, Quaker Quality, El Plumito, Ottoman, Charles L. Tiffany, Smyrna, Bashi, Scottish Laird, Hearth, Seereses, General Bravos, Apelles, Nestore Leoni, La Lira Colombiana, Cavaradossi, La Domo, Angellotti, Scarpia, Christy Girl, Crispanola, Happy Isand, La Cosmopolita de Tampa, Fortunate Island, Subjugator, Kiram, Nelito, Mayoto, Roygbiv, Almozet, Reading Flyer, Marihop, La Lisura, El Nacida, English Bells, Able, Sulu, Short Avenue's Havannas, Philippine Crooks, Sun Dream, La Emita, La Loblina, Zack Phelps, Yankee Commerce, American Invasion, La Flor de Conklin, Yankee Trade, Yellar Fox, Ohio Pets, Kenteria, Havana Seedling, Jackson Poles, Alhambra, Wild Indian, 1905, El Endeno, Ideal Elsa, Lightem, Puffem & Co., El Undo, El Endo, El Gendo, Midnight Scratch, Captain Bluitt, Old Story, Arctic Fox, The Poetical Smoker, Eterno, Domestic Smoker, Noisy Girl, Flint Seal, El Templo de Musica, Garciawanda, Busy, Sweet Smoker, The Fast, The Full Leaf, Pauline Douglas, Health Tester, Nobleman, The Pig, Pro Rata, Schwartz's Well Selected, The Hazleton Cigar, The Sunflower Girl, Not Yet, Marca Vuelta.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

Packers and dealers in leaf tobacco are still riding to find some ignoramus whom they can frighten and bulldoze to an extent that they can get his crop for less than one-half of its true value, and they come from far and near, from New York, Philadelphia, Baltimore, Chicago and Wisconsin, all intent on buying at filler and binder rates the hard-earned crops of our toiling workers. They have told lies enough to damn anyone but a truckling tobacco broker. The intelligent growers are declining offers of 12 and 14 cents, and the very considerate buyers are giving from 15 to 18 cents, and will soon have to pay more.

Our correspondents write:

Whately: "A few sales have occurred here the past week. John Kennedy sold at p. t., and Mrs D. Callahan sold for 9c. It is thought that no more lots can be bought at previous low figures."

Conway: "A few more sales to report. The Boyden Bros. sold to Myers for 4c and 13c, assorted. J. Newhall, 9c in the bundle. Only a few crops left in town. Assorting is nearly finished, and turns out nearly one half light wrappers."

Montague: "The farmers of this town are caught in the general stampede. A. M. Lyman, 5 acres; Donelson & Brown, 2 acres, at 10½c in the bundle, E. P. Goodel, 1 acre, 7c; J. R. Ball, 8½c; Louis Koch, sorted, 13c. Only three or four lots are left unsold."

Hinsdale, N. H.: "Several tobacco buyers in town the past week. They offer 7 to 10c. I think the

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

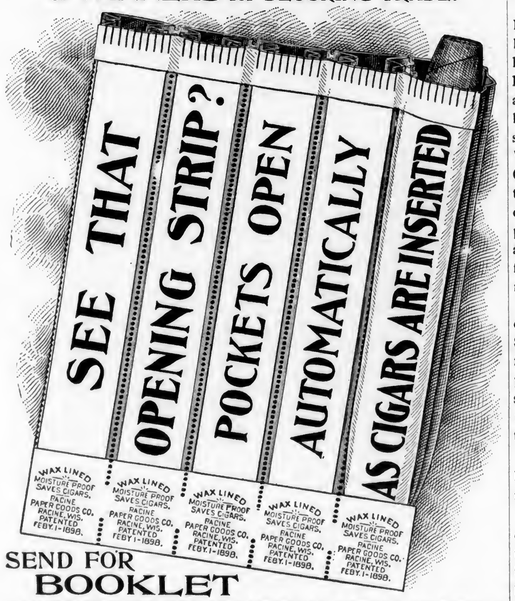
Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

growers will assort before selling at those prices."

Northampton: "I was at North Hatfield and went into Myers & Mendelsohn's warehouse. They have about 60 men assorting. They have bought quite extensively and at low prices, and must realize a large profit. I recently had some samples sent me from New York. Wrappers at 75c. Binders, 26a28c, Connecticut Havana, but for fillers they would charge for Brazil 30c, or for Zimmers Spanish (an Ohio product) 28c. The burn was bad and had to look farther. By these figures we see the great profit these men make on our crop."

Shaker Station: "I hear of sales of tobacco in this vicinity and in Somers. Prices are still low, at from 12 to 14c, while some badly pole burned at from 7 to 9c. Some sales have been made lately at from 12 to 16c. Some growers decline to show their tobaceo at low rates."

Enfield: "The bulk of the crop has been sold. The late sales were made at from 10 to 16."

We are well pleased that so many decline to show their crops, and that so many are sorting and packing their own tobacco. That is the best course to take every year, and let howlers howl. When it is nicely packed don't let it be overhauled by one of the crowd unless he can offer more than twenty-five cents, as it is all wanted at good prices.—American Cultivator.

—

BALDWINSVILLE, N. Y.

There has been no stir in the local market during the past week. The continued bad condition of the roads is probably responsible in a large measure for the lack of sales, as it is impossible to do much riding. S. D. Green, representing the firm of J. Bunzl & Sons, of New York, is in town and has examined a few crops. Charles R. Goldsmith, of the firm of Charles R. Goldsmith & Co., of New York, arrived in town this morning and is registered at the Seneca House. The assorting continues at the warehouses where tobacco is being handled although only a small amount of tobacco has been delivered during the week. Better roads will undoubtedly bring a more active market.—Gazette.

The Christian Peper Tobacco Co. has been incorporated at St. Louis Mo., with a paid-up capital of $1,000,000. Christian Peper, original owner, holds 9,988 shares of stock in the incorporated company, while the remaining twelve shares out of the total 10,000 are held by Christian Peper, Jr., Fred. C. Peper, A. S. Peper, and Charles G. Peper.

The Cuban Reciprocity Question.

Argument of the Havana Cigar Manufacturers' Association of the United States.

TO THE PRESIDENT AND CONGRESS OF THE UNITED STATES:

We respectfully submit that of all the interests liable to be influenced by the proposed Reciprocity Treaty with Cuba, that none can be affected to the extent of ours, the manufacturers of all Havana cigars; or in other words, the manufacturers of identically the same kind of cigars as are made on the Island of Cuba and imported into the United States The proposed terms of reciprocity does not mean to us an additional burden to be borne, but total annihilation. Our industry, that of making all Havana cigars, employs the highest class and hence the highest priced labor of any in the cigar industry. We pay for making cigars from $14.00 to $60 00 per thousand and upwards. (This is for making the cigars only, all other work such as packing, stripping, selecting, etc., is paid in addition to the above amounts, and for this extra labor we likewise pay more than any other class of cigar manufacturers pay) The truth of this fact is so well known to any one familiar with our industry, that it needs no statistical facts to bear us out.

Under the present rate of duty, our industry has grown in every part of the United States to very large proportions, even building cities that are entirely dependent upon the manufacturing of our specific kind and class of cigars. Prior to the protection afforded us by the McKinley Bill, the making of all Havana cigars in the United States was comparatively insignificant, as the smokers of this class of goods were supplied (almost entirely) by cigars made on the Island of Cuba. It is a well recognized fact that the growth of our industry (when we say "our industry," we mean specifically that of the manufacturing of all Havana cigars) has done more to better the condition of the cigar makers than the growth of any of the other cigar factories making different classes of cigars, as we employ more skilled labor and therefore the better paid, consequently the retention of the making of all Havana cigars in this country is more essential to the cigar makers than any other kind. Prior to the development of the making of clear Havana cigars, the cigar makers in the United States were underpaid mechanics, working for the most miserable kind of a sustenance.

The admittance of a cigar from the Island of Cuba that can be sold at ten cents, means taking away from the cigar maker the incentive to become a skilled mechanic which makes the present standard of his pay possible. How can our laborers compete with those on the Island of Cuba, surrounded by climatic conditions and of birth such as they are, mainly negroes and Chinese?

It is asked for Cuba, a uniform per cent. reduction on tobacco and cigars. If this scheme goes through, it signifies in its truest sense the expression used in the opening part of this statement—total annihilation for us Take 25 per cent. of the present duty from tobacco, as an illustration, and it gives us a reduction of duty on our raw material of about $3 per thousand, whereas if 25 per cent. is taken from the manufactured article, the Government for this $3 per thousand reduction gives our competitor (which the imported cigar is) a reduction of about $20 per thousand. If we are compelled to submit to a reduction of 25 per cent of the present rate of duty on imported cigars, then we respectfully petition that it is absolutely essential to our existence that the entire duty be abolished on Havana tobacco, as, if a reduction of 25 per cent. is made in the duty on imported cigars, we would not enjoy, with free raw material, the amount of protection that we now have under the present duty.

The cigar industry of this country in general has had to bear in the past few years more changes, more of a burden and more hardships than any other industry in this country. Our Government has singled out our business, and ours alone, to bear the discrimination of a specific mark upon every box that shows from whence it comes, thereby necessitating our constant effort to overcome in the public mind that existing prejudice in favor of an article made abroad, as cigars are the only article on which the Government puts an import stamp, thereby making a distinctive mark of supposed superiority, and we beg to strongly request the abolishment of same.

Probably the greatest difficulty of all under which we at present contend, and one that is least understood, is the different rate of duty on what is known as filler and wrapper tobacco. The injustice, the iniquity, the wrong done by this differential rate, and the hardships worked, will never be known or fully appreciated. The total inability of the Government to enforce this law, which has now been demonstrated over a period of some years, is best called to your atten-

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with CIGAR BOXES

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., Lancaster, Pa.

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

Thos. Ewd. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET. NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

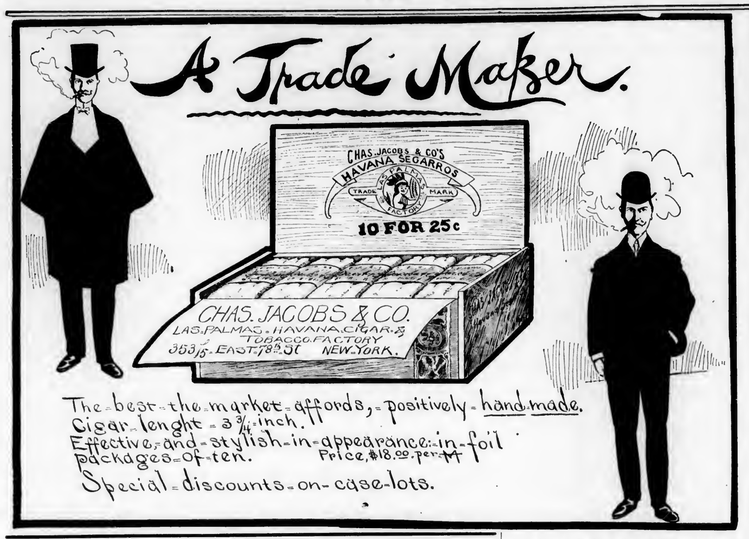
Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

Le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

N. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. D. BOALES,

Leaf Tobacco Broker

Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

M. H. Clark & Bro.

Cable Address, "CLARK."

HOPKINSVILLE, KY.
PADUCAH, KY.

Leaf Tobacco Brokers,

Clarksville, Tenn.

ALBERT FRIES. HAROLD H. FRIES.

550 Times Sweeter than Sugar

GLYCOSINE

Guaranteed Most Powerful, Agreeable, Cheapest and Best.

Write for Samples and Particulars.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

THE WORLD'S

Profitable Inches

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE

KLEINBERG'S Chico

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

If you are looking for a **Leader**
—TRY—

STAGE QUEEN,

The Incomparable 5-Cent CIGAR . .

W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,

PACKER OF AND DEALER IN . . .

LEAF TOBACCOS

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,

Importer and Mfr. of

Arabi Pasha

CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck"

NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of **Cigars**

No. 4353 Main Street,
MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,

Manufacturer of Russian and Turkish

Tobacco and Cigarettes

WHOLESALE,

Gold End Cigarettes a Specialty.

557 N. Second St., Philadelphia.

tion by the fact of the small percentage of Havana wrappers on which the Government has been able to collect the wrapper rate of duty. Think for a moment of this statistical fact, that the total average duty paid on Havana tobacco imported into this country is about 37½ cents per pound. And this must of necessity be so, when it is borne in mind that Nature has decreed that Havana tobacco shall not be like Sumatra, whereby the leaves can absolutely be divided, one into a filler class, one into a wrapper class. Each manufacturer, each appraiser, each expert who looks at a bale of Havana tobacco, classifies it from his own standpoint. That which is a wrapper for one manufacturer is filler for another, according to his individual and specific requirements. This must be so from the fact that the dividing line between Havana wrappers and fillers is an imaginary one, according to the opinion of each individual. Let any ten experts examine a bale of tobacco that is classed as a bale of "workers" and we assert positively that there will be a difference of opinion on the percentage of wrappers that this bale of tobacco will yield, so wide in its difference that it can scarcely be believed (even to the extent of 50 per cent.) and yet the Government undertakes to appoint appraisers that endeavor to determine to a nicety the exact percentage of wrappers contained in each bale. Think but of it! If an appraiser states there is 16 per cent. wrappers in a bale, the Government exacts $1.85 duty per pound for the entire bale. If he states there is 15 per cent., we pay but 35 cents per pound for 85 per cent. of it. Have in mind this fact. For what is this additional burden put upon us? Why should it remain? Where as the abolishment of a differential rate and the adoption of a uniform rate of duty would be not only of material benefit and assistance to us, but a direct aid to the Cuban people, whom it is claimed in the interest of humanity we must assist. It would yield them substantial benefit in many ways: the farmer would receive more for his tobacco under a uniform rate of duty than he is to-day obtaining, not only from a standpoint of the increased consumption of Havana tobacco, but owing to the fact that each buyer who goes to purchase tobacco in Cuba, under the existing differential rate, is compelled to buy with the view of how the appraiser may classify his purchases. The result is that certain classes of tobacco, that can be made very useful to the American manufacturer, he is compelled to leave in the hands of the farmer, owing to the differential rate, thereby giving the Cuban manufacturer an advantage in purchasing, so these Cuban manufacturers obtain this tobacco at their own price, notably tobacco known as Resago and Quebrado grades, that the American manufacturer has to regard as not being worth the wrapper duty, therefore they are worth nothing from the standpoint of the American manufacturer, and yet very valuable to the Cuban manufacturer, who obtains them for a song, hence the injury not alone to us, but to the Cuban farmer, who is forced to sacrific a part of his crop.

We assert that a uniform rate of duty would substantially benefit the Cuban farmer by enabling him to obtain a higher price for his crop, and also stimulate his efforts owing to the increased consumption that would occur for his product in this country. His market would not be confined, as it is at the present time, for certain classes or grades to the limit of the manufacturers on the Island of Cuba, but would give him the manufacturer of the United States as an aggressive purchaser. We confidently assert that a uniform rate of duty, within a short space of time, would double the acreage of tobacco planted on the Island of Cuba.

We submit that the abolishment of the dual rate would be of no material injury to any, but of great benefit and assistance to the manufacturers of all Havana cigars in this country. Their business would no longer be a gamble, dependent upon the Customs' appraisements, but a legitimate one.

In justice for all, and injury to none, we, who have built up a large industry in the last few years in this country, that has materially benefited, improved and elevated a portion of the working classes, respectfully petition that the present rate of duty on cigars be proportionately maintained, the import stamp annulled and beg to submit that a uniform rate of duty on Havana tobacco will not only tend to ameliorate the unjust conditions under which we now labor, but also offer unlimited opportunities to the Cuban tobacco farmer.

A Cigarette Vagary.

In the smoke of my dear cigarito,
Cloud castles rise gorgeous and tall,
And Eros, divine muchachito,
With smiles hovers over it all.

But dreaming, forgetting to cherish
The fire at my lips as it dies,
The dream and the rapture must perish,
And Eros descend from the skies.

Oh, wicked and false muchachito,
Your rapture I yet may recall;
But, like my re-lit cigarito,
A bitterness tinges it all.

CAMILLA K. VON K.

PATENTS RELATING TO TOBACCO.

694,311 Electric cigar lighter; Joseph M. Althouse, Reading, Pa.

694,130 Tobacco stemming machine; Andrew J. Bush, Kaufman, assignor of one-half to A. C. Green, Palestine, Tex.

694,259 Cigar wrapper cutter; Cyriac and L. J. DuBrul, Brooklyn, N. Y., assignors to Miller, DuBrul & Peters Manufacturing Co., Cincinnati, O.

694,169 Match box; John T. Matthews, Newark, N. J.

693,888 Tobacco pipe; Pehr M. Olson, Elsalem, Wis.

694,217 Cigar; Jeremiah D. Tynen, Spooner, Wis.

693,933 Match safe; John R. Webb, Newport, W. Va.

694,082 Apparatus for pressing cigars; Robert Woerner, Mannheim, Germany.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.

IMPORTER OF CIGARS & CIGARETTES, OFFICERS' ARTICLES, &c.

40 W. Orange St.

Lancaster, Pa.

Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price Lists on Application.

FOR SALE BY ALL DEALERS

VIRGINIA · PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

We are now Prepared to Show Samples of

1,000 Cases Havana Sizes

RE-SWEATED

MEXICAN FILLERS

This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

A Guide To Good Sales

Good sales! That's what pays your rent. The Pete Dailey is a good, quick seller. If you don't believe it, ask any dealer who handles them.

Sold Everywhere Successful Everywhere

T. J. DUNN & CO., MAKERS · **Philadelphia**

LIBRARY. RECEIVED MAR 14 1902 U. S. Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 11. PHILADELPHIA, MARCH 12, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We are now ready to offer the

1901 Crop

FLORIDA SUMATRA

of our celebrated brand,

"S. & A. Lampat"

Extra Fine Goods.

Beautiful Brown Colors.

All Sizes.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

THE TOBACCO WORLD

(Copyright 1902.)

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XI.—The Tobacco Drummer Who Became a Saint.

By J. EDWARD COWLES, of Austin, Nichols & Co.

They have a habit in Persia of murdering likely persons in order that they may erect tombs wherein to worship the victims. The qualifications for saintship in Persia, and particularly in the province of Khorassan, which most lovers of English verse know only as the scene of Moore's famous poem, are not at all difficult. The Persians will worship anybody, provided they have the privilege of murdering him first. This is the tale of one such hapless being.

In 1892 Shah Nasreddin, the father of the present Shah, was behind in his payments to an English bank in Teheran. He owed more that he could ever hope to pay out of the revenues. The Englishmen suggested that an easy and comfortable way out of the difficulty would be to give an English syndicate the exclusive right to buy and sell tobacco in Persia. Nasreddin yielded, and thereby almost lost his throne. He had failed to take into his counsels, ere embarking upon this momentous affair, any of his usual advisers, and the people who took most umbrage were precisely the men of greatest influence with the people, namely the mollahs, or native clergy. Had Nasreddin, or had the English, but taken the mollahs into their little game, there would have been one less tomb in Khorassan, and Barnes Carew Carruthers might still have been carrying the grip for the big Liverpool tobacco house which he had represented prosperously for a great many years.

Among his own people, at home in England, Barnes Carew Carruthers had never enjoyed a saintly reputation. He was the typical British bagman, or as we say in this country, drummer. Big and blonde and florid, and, I am afraid, a little boastful, fond of his glass, and partial to a lass—he wasn't married, yet withal industrious, energetic and enterprising, as I think you will agree a traveling salesman should be.

Carruthers welcomed the chance to go to Persia in the interest of his house, which was one of those whose expectations of profit from the new concession appeared to be most brilliant. Carruthers was in Teheran three months afterward, with a complete assortment of samples and a soul full of ambition to conquer this strange new world which had just surrendered one of its chief commercial interests to Great Britain.

From Teheran to Khorassan are many good roads. There isn't much to see, for Persia is a treeless country, and the people and their towns are humble-minded. Plenty of tombs, though, each with its interesting tradition clustering about the memory of the slain saint reposing there. These tombs are almost the only buildings in Persia, aside from the palaces of the Shah, which are architecturally ambitious As Carruthers sped along on his bicycle from Teheran to Khorassan, he remarked the singularities of the native population The poorest wore lambskin, such skins as in the London market would have excited the competition of duchesses. And they all smoked. It was horrid stuff—"tumbeki" they called it, strong and black and coarse. "Just the country for good missionary work," thought Barnes Carew Carruthers, and his heart beat happily as he thought of how he would wean these smokers from their native bad taste in things nicotian to an appreciation of Bird's Eye and Cavendish.

MR. J. EDWARD COWLES.

Poor chap, had he but had a prophetic soul, or had the English concessionaries at Teheran but warned him of the hornets' nest their little deal with the impecunious Shah had brought about their own ears! I should then have had a different tale to tell, or perhaps no tale at all.

The Liverpool bagman pedalled along toward Khorassan and saintship, all innocence and lightheartedness. He was disgusted in the caravansaries at which he put up at night to find that he was waited upon by uncouth and dirty men servants instead of by the slim-waisted, gazelle eyed houris of whom he had read in Tom Moore's poems.

At Khorassan he found his stock of merchandise that had been sent on before him, and a very perplexed lot of English bankers and bank clerks. They had had intimations of what was in the wind. They had heard the people murmur, they had seen the mollahs exhort. They had also noted the presence in Khorassan of a number of Russians, their own rivals for commercial supremacy in Persia. They communicated their misgivings to Carruthers in brotherly fashion, but the valiant bagman made light of their warnings. Had not he faced mobs in Ireland? What were a parcel of sheep eyed Persians, that he should fear them?

He went forth with his samples of Cavendish and Bird's Eye.

He never came back.

The people of Persia forced the Shah to recall his concession to the English, but before that they murdered Barnes Carew Carruthers. Then they erected a tomb to his memory, and now they worship him as a saint. A common fate of missionaries. Still, I don't think he liked it. And his brands were such good sellers, too!

It was the Mollah Hussein who finished Barnes Carew Carruthers. That was according to the ritual as it is understood in Khorassan. He preached a lovely sermon over the remains. He pointed out a beautiful knoll nearby as a site for the tomb, and with his own hands laid the cornerstone. It took the people three years to get the necessary funds together, but it was a very creditable structure when it was finished.

It is different from most tombs of saints in Persia. It has no round dome. The architect who was commissioned to erect it happened to be an original genius. He rummaged the effects of the martyr and took for his model one of the little bags in which the employers of Saint Carew Carruthers put up a shilling package of their mixture, and if ever you go to Khorassan you may see that unique tomb on its commanding eminence, and if you feel so inclined you may join the native worshippers at their devotions.

—

Next Week—Chapter XII:—"Nature as a Humorist," by W. H. McAlister, Secretary of the Continental Tobacco Company.

MUTILATED TEXT

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,
Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

D&T

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* ***Tobacco***
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

IMPORTERS of
Young & Newman, Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

In a Great Pipe Factory.

The Establishment of Wm. Demuth & Co., at Brooklyn Hills, L. I.

The business of the great pipe manufacturing firm of Wm. Demuth & Co. was established in 1862, by Mr. William Demuth, who has always been the head of the firm, and is at present conducted by himself, his brother, Leopold Demuth, and his son, Louis Demuth. The firm's offices and salesrooms are at 509 and 511 Broadway, New York.

About one year ago the manufacturing plant, which had long out grown the premises it had occupied for many years on West Broadway, was removed to a new building at Brooklyn Hills, L. I. The present factory is three stories high, with a basement, and has dimensions of

THE WM. DEMUTH & CO. FACTORY, BROOKLYN HILLS, L. I.

200 by 50 feet. The engine house which supplies the needed power is a distinct building, with dimensions of 120 by 30 feet.

During its entire career the firm of Wm. Demuth & Co. has been a manufacturer of briar and meerschaum pipes. The firm claims to be the largest manufacturer of these goods in the United States, and one of the largest in the world. Its factory is complete in every way. It is owing to the excellence of its pipes that the old-fashioned prejudice in favor of pipes made in England, France or Germany has largely disappeared.

Wm. Demuth & Co. import every block of briarwood or meerschaum which they utilize at Brooklyn Hills. The wood comes from France and Italy, and the meerschaum from Vienna or from Smyrna.

The briar blocks out of which the well known W.D.C. pipes are made come in blocks of three sizes, known in the trade as "cutty," "releve" and "Marseillais" respectively. The first named affords the small bowls, the second gives the medium sized, and the third the largest. At its Brooklyn Hills factory the firm utilizes over 3,500 bags of briar blocks every year. Each bag weighs 250 pounds, from 80 to 100 pounds of which is pure moisture. The wood is sent over in a moist condition for several reasons. In the first place, since the wood comes out of the damp earth, it is necessarily moist, and those who gather it desire always to get it off their hands as speedily as possible. In the second place, the wood, being heavy, makes excellent ballast, and ships plying between Italian or French ports and New York are always glad to receive it as freight. It is the laurel tree which affords the root out of which briar pipes are made. Assome one said long ago, or should have said if he didn't, the leaves of Apollo's favorite tree crown geniuses, and its roots, turned into pipes and filled with tobacco, give them solace and inspiration.

At Brooklyn Hills the root is subjected to a process of slow drying. A fact which pipe-lovers rarely understand is that in a briar it is the

SUPERIOR GRADES of
Sumatra, Havana and Domestic TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

Pete Dailey

5 CENT CIGAR

Sold Successfully Everywhere

T. J. Dunn & Co.

Makers,

PHILADELPHIA.

EISENLOHR'S

Cinco

Philadelphia. Cigars

GUMPERT'S

MANETO

114 N. 7th St. *Gumpert Bros.*

Philada. *Manufacturers.*

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.

615 Market St. Philadelphia.

GRAULEY'S

Golden Rule

5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar *103* North 2d St. Philada.

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL.

Samples sent to Reputable Distributors.

Philadelphia Cigar Factory

W. K. ROEDEL CO.,

41 N. 11th St., PHILADELPHIA.

J. DAVIDSON,

Manufacturer of

"El Zeno"

High Grade Nickel Cigars,

See that this trade-mark is on every box. **15 North Tenth St.**

PHILADELPHIA.

Taylor & Stinson's

Wardelo

REGISTERED.

PHILADELPHIA

Best Five Cent Cigar Made

BECKER'S **TABERNERO** Factory, 1215 N. 9th St. **5c.**

925 Girard Ave. CIGAR

Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,

Manufacturers of **Cigar Manufacturers,**

"Americanos" Cigars and **Sixth & Race Sts.**

Weaver's Original Havana Shorts, Philad'a.

Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE AND **Three Black Kids**

These are not Cheroots, but a very fine Perfecto Shape CIGAR

Manufactured by CHAS. GROSS & CO.

Phila., Pa.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.

Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.

PHILADELPHIA.

Factory, 1235--37 Filbert Street,

is open to inspection at all times. Take elevator.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics

54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.*

wood itself which is the most expensive part of the pipe. The wood is in fact so costly that not a single block is ever thrown away. Use is found for even the smallest piece, and every imperfect piece is treated with putty, or is carved to hide nicks and fissures amid a mass of embellishments.

It is, of course, not until after the actual work of turning the rectangular block of wood into a pipe-bowl is well under way that imperfections of the kind indicated above are discovered. Once in a while, and rather frequently, at that, under the knife which carves the bowl proper, it is found that the wood in growing has surrounded and firmly holds a piece of stone. This stone is always of exceeding hardness, and renders the block in which it is found utterly useless. These are the only pieces of briar which are ever thrown away at Brooklyn Hills.

In making a briar pipe the first operation is the cutting away of surplus corners; the second is the turning. Each turning machine makes a bowl of a different shape. The third operation, which is a very interesting one, is so simple that unskilled labor is competent to perform it. This is the so-called "frazing," which is done by a push machine. A long iron cylinder holds an enlarged model of the pipe which is in process of manufacture, say a "bull dog." Near it is the gauge, and as the operator pushes the cylinder the pipe grows as under the knife of the most skillful of hand carvers. A study of this simple machine would delight the soul of any whittler in America. The fourth operation is the drilling of the air-hole.

After the briar has been turned into the shape which its own configuration best indicates, come the polishing, the carving, and the adjustment of the stem of amber, of horn, of celluloid, or of vulcanite. Some of the very small pipes have stems of reed or bamboo. Singularly enough, these pipes are of the shape of the walnut shell, and with their reed mouth-pieces suggest to the student of history the actual walnut shell which Sir John Hawkins smoked on his ship the "Jesus" when he first brought tobacco to England from America.

Between the briar and the meerschaum departments of the factory at Brooklyn Hills is the department where the firm manufactures walking-sticks, a steadily growing branch of its business. The woods used are pimento, ash, weichsel, partridge (just now a very fashionable wood), hickory, dogwood, penang, whangee, bamboo, congo, furze and others. Square and five-cornered walking-sticks are at present in great demand. Many of the sticks are inlaid with silver.

Wm. Demuth & Co. also manufacture at Brooklyn Hills a large variety of umbrella heads in ivory, horn, mother of pearl, and woods of all kinds. This branch of the firm's business is being rapidly developed.

The meerschaum and amber department of the establishment at Brooklyn Hills gives employment to a large number of very skillful and artistic people. Meerschaum is the converse of briar in the particular that whereas briar comes to the factory moist and requires to be dried before it can be turned into a pipe, meerschaum comes dry and has to be soaked before it can be treated by the pipe carver.

A meerschaum pipe of the quality manufactured by Wm. Demuth & Co. is the dearest possession of the confirmed pipe-lover, always excepting he be a devotee of the briar, and perfect briars (owing to the scarcity of perfect roots) are greater rarities than are perfect meerschaums, for which reason a census would doubtless show that there are a larger number of very fine meerschaums than briars in the world.

All the plush-lined cases for meerschaums manufactured at Brooklyn Hills are made on the premises. The case, which is of pine and of pine without flaws in it, is made especially for the pipe which is to hold it, for every meerschaum is different in some small point of shape or dimension from every other. All the work on the pipe case, after it leaves the hand of the man who has shaped it out, is done by skilled men and women who have mastered the bookbinders' trade. Cases are covered with every thing from chamois to the tanned skin of the boa constrictor, and some of them are as costly as the most expensive lady's pocket book.

The firm prides itself upon its complete silversmith's department, through which it is enabled to mount and finish briar and meerschaum pipes and walking-sticks with silver or gold or with a combination of both metals. In this particular the firm considers that it is unique. It gives especial pains to produce novel and attractive pipes and walking-sticks.

The pipe factory at Brooklyn Hills gives employment in its various departments to over 300 people.

R. L. B.

ROTHSCHILD & BRO.

141 Water St.

IMPORTERS AND PACKERS OF

LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK.

Established 1840. Cable "Nargil"

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane,

EDMUND H. SMITH ENOS SMITH NEW YORK.

Importers of Sumatra Tobacco

Cable Address: "HERR."

Joseph Hirsch & Son

L. Z. VOORBURGWAL 227 Amsterdam, Holland. **Office, 183 Water St.** NEW YORK.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.

HAVANA, SUMATRA, and SEED.

HIGH GRADE **LEAF TOBACCO**

No. 228 Pearl Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.

Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MARCH 12, 1902.

Books on Tobacco at Auction.

At the auction sale in New York city, recently, of the library of the late William A. Hammond, Surgeon General of the United States, a number of rare books on tobacco came under the hammer.

The rarest of these was thus described in the catalogue:

"Heroi D. Othoni Caimo I. C. Mediolanensi Colleg. Regis Catholoci Consiliatis. Regente Inclyto Equite Comique Jo. Chrysostomi Magneus. (Water-stained.) Frontispiece. 24mo, half morocco. Amsterdam, 1669."

It went for $5 50, which in the book market is considered a very good price.

A poem on tobacco, from the Latin of Raphael Thorus, an eminent physician of the seventeenth century, by the Rev. Wm. Bewick, an eighteenth century writer, went for $3.50.

Rev. Benjamin I. Lane's very interesting "Mysteries of Tobacco," with an introductory letter addressed to the Hon. John Quincy Adams, LL.D., by Rev. Samuel Hanson Cox, D.D., pastor of the First Presbyterian Church of Brooklyn, N.Y., and printed at New York in 1851, went for $1.80.

The other books were thus catalogued, the price at which they sold being given after each of them:

Philiologie Sociale. Le Tabac qui Contient le Plus Violent des Poisons la Nicotine. Par by Dr. H A. Depierris. 8vo, half morocco. Paris, 1876 $2.00

Simonis Paulli, D. Commentarius de Abusu Tabaci et Herbie Thee. Portrait and two folded plates (stained). Small 4to, half morocco. Argentorati, 1665. Extremely rare. $4.00

The Natural History of Coffee, Thee, Chocolate and Tobacco, with a Tract of Elder and Juniper Berries. Small 4to, half calf. London, 1682. Rare. Gives directions for making "Mum," etc. $3.00

Le Tabac et l'Absinthe. Par le Dr. Paul Jolly. 18mo, half red morocco. Paris, 1875 $1.20

L'Art de Fumer, ou la Pipe et le Cigare. Par Bartholemy. Square 16mo, half morocco. a Liege, 1844 $1.75

L'Art de Fumer. Poeme. 16mo, half morocco. Turin, 1865. $1.20

Du Tabac de son Usage. Par Dr. F. De Jeumont. 18mo, half morocco. Paris, 1857 $1.20

Histoire du Tabac. Par C. Barbier. 18mo, half morocco. Paris, 1861 $1.75

Satyra Contra Abusum Tabaci. Auctore Jacobo Balde. Vignette title. 18mo, half morocco. Ingolstadii: Joannes Ostermayer, 1657 $3.50

Tabaciana. Recueil d'Articles Interessants, pour sur ou Contre le Tabac. 32mo, half red morocco. Paris, n. d. $1.50

Tobacco and its Adulterations. With illustrations drawn and etched by H. P. Prescott. 8vo, uncut. Lond., 1858 $1 30

A Popular Outline of the Use and Abuse of Tobacco. By Tobacco-Stopper. 8vo. Edinburgh, 1855 .90

Tobacco; Its History and Associations By F. W. Fairholt. 100 illustrations by the author. 12mo, uncut. London, 1859 $1.30

A Poem on Tobacco. From the original Latin of Raphael Thorus, an Eminent Physician, by the Rev. Wm. Bewick. (Stained.) 12mo, half morocco. London, 1725 $3.50

A Paper:—Of Tobacco, Treating of the Rise, Progress, Pleasures and Advantages of Smoking. By Joseph Fume. Comic illustrations by Phiz (slight stain on title and frontispiece). 18mo, half morocco. London, 1839 $2.25

Tobacco Talk and Smoker's Gossip. 24mo, paper. Lond: G. Redway, 1884. .35

Dr. Hammond's books on tobacco are believed to have been the largest collection ever gotten together by one individual. They were all taken by booksellers, which is significant.

One of Dr. Hammond's most interesting books was what may be called a burlesque Bible. It was published by the Societe Anti Clericale of Paris, and was copiously illustrated by an artist who signed his pictures Frid' Rick. His illustration to the creation of light—the sublime "Let there be light" of the Old Testament—showed a smiling old gentleman in pyjamas, striking a match for his pipe on his right trouser leg.

The old gentleman is supposed to be the Almighty!

The Lily Brand of Narrow Fabrics.

In another place to-day appears the advertisement of F. C. Barton, of 54 and 56 Franklin street, New York, manufacturer of the well-known Lily brand of cigar ribbons, tapes and narrow fabrics for the manufacturing trade. These fabrics come in silk, silk and cotton and all cotton. They are put up in long lengths, some spools containing as many as 1,000 yards and will be found very convenient for tying up cheroots, cigars, etc., in attractive packages. Prices are guaranteed to be reasonable. Mr. Barton will be pleased to receive correspondence and submit samples.

The States from the Cigar Man's Point of View.

XXV.

RHODE ISLAND.

"Little Rhody" enjoys one very unique and interesting distinction: It is the only State in the Union in which a cigar named after a vegetable of pungent odor is the most popular of brands. This is the "Onion" brand, manufactured for the trade of Rhode Island for many years past by the well known firm of Gumpert Bros., of Philadelphia

This cigar, named in defiance of all rule, its implied sarcasm aimed at the old commonplace which long ago persisted in calling cigars of a certain quality "onions," won its way at first by the very daring which prompted the launching of it under such a name, and has held its own, nay, gained more and more favor, by its excellence.

In their tastes in the matter of cigars the people of Rhode Island are very much like those of Massachusetts. They favor the Londries shape, and for the same reason that the people of Massachusetts favor it—they get the full body of the filler at the first whiff. Like the people of Massachusetts, too, the Rhode Islanders delight in the old fashioned boxes containing respectively 250 and 500 cigars.

There survives in many a Rhode Islander a strain of the seafarer and the adventurer, and this beneath the somewhat cold exterior of the outward man. Castaways from many a tropic isle, in the romantic days of long ago, found a home in Rhode Island, and in many of their descendants of to day are to be found not only the flashing eyes and the brilliant colorings of their remote ancestors, but a craving for tobacco, the discriminating quality of which is generally unknown among the northern peoples. This fact accounts in some measure for the extremely good judgment displayed by Rhode Island smokers in the matter of cigars, for, obviously, one would not expect a Norseman to be as good a judge of tobacco as a Cuban. It also accounts for the continued prosperity of the cigar jobbers and retailers and manufacturers of "Little Rhody" who cater to this craving.

Fortunately for all concerned, the people of Rhode Island are a prosperous and contented community. The mills, factories and shops of the State afford steady employment to many scores of thousands of bright men, who earn enough to enable them to buy liberally at the counters of the retail cigar dealers. The larger cities of the State possess excellent theatres, fine schools and first-class newspapers, and this combination invariably produces legions of cigar lovers.

American Snuff Company's Year.

At the annual meeting of the American Snuff Co., in Jersey City, N. J., on March 4th, the following report of Treasurer Woodside was presented:

The treasurer respectfully submits the report of the earnings and financial condition of your company for the year ending December 31, 1901.

There has been no increase or change in the capital stock outstanding during the year, and there is now outstanding $12 000.000 of the 6 per cent. non cumulative preferred stock, and $11,001,700 of the common stock.

The net earnings of the company, after deducting all charges and expense of management,

Are	$1,066,605.31
Deduct.	
Three dividends of 1½ per cent. each on preferred stock	540,000 00
Leaving net undivided profits for the year, . . .	$526.605.31

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

NOTICE—The El Buen Tono Company of Mexico, manufacturers of Mexican Crimped Cigarettes, doing business in New York City, at 1261 Broadway, begs leave to inform the trade, and public generally, that Mr. Jules Lassere is no longer its representative.

Mr. Ernesto Pugibet, the general manager of the Mexican Company, has also undertaken the management of the New York branch, and is the general agent here—for all purposes. 3-12-1.

WANTED---Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

FOR SALE.—Fifty Cigar Molds, No. 5021, Londries shape, 5 inches long; some have never been used, and none have been used much; price reasonable. Address Box 133, Care of The Tobacco World, Philadelphia. 3-12.

FOR SALE—A large quantity of Borgfeldt's long filler bunch machines, both Duplex and Perfecto patterns. Reasonable price. Address "Perfecto," Box 132 care of The Tobacco World, Phila.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers. Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

WANTED—Local Cigar Salesman on well-established brand. Address Box 135, Care of The Tobacco World, Philadelphia. 3-12-1.

WANTED--Power-bunching machine. Address OTTO C. THEIN & CO., Louisville, Kentucky. 3-12-1

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, — Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane Amsterdam Frascati.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only

Any Machine or Device to Protect Your Brand.

YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at **10 cents** per week

We make to order **Copper Dies in Blocks,** any name, **30 cents each.**

Dotted or Plain Copper Letter Dies, 10 cents each.

Write to **THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio**

UNITED CIGAR Manufacturers

BRANCHES:

Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

This statement does not include the net earnings for the year 1901 of companies in which this company has an interest, of which earnings this company's share is $52,826.32, which it has been deemed advisable not to declare as dividends, but to let remain at present as surplus on the books of these companies.

The balance sheet is herewith submitted.

GEO. D. WOODSIDE, Treas.

FINANCIAL STATEMENT
Dec. 31, 1901.

ASSETS.		
Real estate, machinery, fixtures, trade marks, patents, good will, etc.,	$13,378,285 87	
Leaf, manufactured stock, supplies, etc.,	1,302,167 21	
Stock in other companies,	7,558,812 00	
Cash,	611,626 77	
Bills and acc'ts receivable	1,224,297 06	
Total assets,		$24,075,188 91
LIABILITIES.		
Capital Stock:		
Preferred—authorized,	$12,500,000 00	
Not issued,	500,000 00	
Issued,	$12,000 000 00	
Common—authorized,	$12,500,000 00	
Not issued,	1,498,300 00	
Issued,	$11,001,700 00	
Provision for dividend on preferred stock, payable January 1, 1902,	180,000 00	
Reserve fund for advertising, etc.,	137,253 62	
Accounts payable,	57,962 06	
Surplus (reserved as working capital by action of directors, Mar. 6, 1901),	171,667 92	
Total liabilities,		$23,548,583 60
Undivided profits,		$526,605 31

Snuff Taking in Vogue Once More.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Mar. 11, 1902.

The report of the treasurer of the American Snuff Co. published elsewhere, has a greater interest this year than documents of its character usually have because it indicates the prosperity of a corporation catering to a class of tobacco lovers far more picturesque in the past history of the weed than they have been conspicuous of late years. During the calendar year ended December 31, 1901, there were manufactured in the United States 17,141,246 pounds of snuff, as against 13,805,311 pounds manufactured during the calendar year ending December 31, 1900.

It is explained that the great difference between the output for 1901 and the output for 1900 is due to the fact that in 1899, when it became known that a number of the largest snuff factories were to combine in one corporation which afterward took the name of the American Snuff Co., jobbers and wholesale dealers in snuff, loaded up with result, that in 1900 the demand upon the factories was less than it would have been under normal conditions.

An annual consumption of snuff of over 17,000,000 pounds indicates very clearly that the old fashion of taking snuff by the nose is again coming into vogue. Those who are leading in this movement are said to be a large number of rich young men in New York and other large cities. It is not uncommon now-a-days, and now-a-nights, for that matter, to see young men in evening clothes at the theatre pull out their snuff boxes, take a pinch, replace the box and then brush away the crumbs that linger, or that the snufftaker thinks linger with a genuine old fashioned silk bandana.

Manufacturing jewelers will have every reason to be grateful for the return of the snuff taking habit because the only article of jewelry associated with tobacco which ever had anything like a long experience of popular favor was the snuff box. The jewelers of the seventeenth and the eighteenth centuries very frequently exhausted all their skill upon some gorgeous snuff box for a King or a Pope, a Queen or some other dazzling being, and in the famous museums of Europe, especially in the wonderful Wallace collection in London are preserved many old time snuff boxes remarkable alike for their intrinsic value, for the associations which cling around them and for the rare and costly jewels with which they are encrusted.

Jewelers have remarked frequently the fact singular to themselves that the very costliest cigarette box on record is a mere trifle compared with some even of the most modest of antique snuff boxes.

With costly snuff boxes once more in the pockets of the very rich will come the opportunity of American snuff manufacturers to get for their finest product something like the prices realized for its snuff by the tobacco regie of Portugal. Some of the Portuguese snuffs are said to retail at $50 a pound.

***

Leaf brokers and leaf dealers are complaining just now of the lack of speculation in tobacco. Large deals in any type of leaf are not to be recorded and yet there is a constant search for anything that has quality in it. Inquiries bring out the information that domestic binders and

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
102 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y; R. F. Thorn. Elmira, N. Y: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

fine Vuelta fillers are hard to find, and that the former, especially of the Wisconsin type, are very much higher in price than shoppers are willing to pay.

The tip has gone forth that now is the time to invest in imported Havana tobacco, because, no matter what Congress may do in the reciprocity matter, Havana tobacco is bound to advance greatly in price, because of the known shortness of the crop, and the poor quality of much of it.

So far as actual transactions in leaf for immediate consumption are concerned the week has been an ordinary one.

***

Charles Jacobs & Co., of the Las Palmas factory, report business as excellent. D. C. Jacobs of this firm is now visiting the trade in Boston and New England.

F. Abrahams is in Kentucky, Ralph Hamburger is in Seattle and Jules Dobainer is meeting with a cordial reception from the trade in New Jersey and Eastern Pennsylvania.

***

The United States Agency for the celebrated Zig Zag cigarette papers manufactured by Keaunstein Frarer, of Paris, has been placed with the Surbrug Co. of this city.

***

At the annual meeting of the American Snuff Co. on March 4 the following officers and board of directors were elected: President, George A. Helme; Vice President, M. J. Condon; Second Vice President, J. Peterson; Secretary, Otis Smith; Treasurer, J. W. Woodside; Directors, J. W. Woodside, J. W. Herbert, Y. J. Maloney, J. H. Bowers, J. Peterson and M. J. Condon.

At the annual meeting of the American Cigar Co. on the same day the following officers were elected: President, J. B. Cobb; first Vice President, S. E. Moorehead; second Vice President, H. W. Cobb, third Vice President, Nathan Weiss; Treasurer, B H. Homan; Secretary, Robert B. Christie; Assistant Secretary, G. M. Gales.

At the annual meeting of the Havana-American Co., held also on March 4 the following officers were elected: President, B. H. Homan; first Vice President, W. J. Seidenberg; second Vice President, E. T. Ware; Secretary and Treasurer, J. N. Staples, Jr.

The United Cigar Stores Co. have leased the entire building at the southwest corner at Nassau street and Maiden Lane, including the retail cigar store at present occupied by John Blakely, and will install its own store there immediately upon the expiration of Mr. Blakely's present lease, which still has about one year to run.

The United Cigar Stores Co. is about to open two very large retail stores; one at the southwest corner of Broadway and Cortland street, upon the premises utilized for many years as a retail jewelry store by Benedict Bros., and the other at the northeast corner of Park Row and Beekman street, which is about to be vacated by the New York "Press." The company will open a third retail store on 125th street, just west of Pabst's.

The company will also open a factory for the manufacture exclusively of clear Havana cigars at 107 East 125th street. The brand to be manufactured there will be the "Palma de Cuba," in the sizes which retail at from 10 to 25 cents. This factory will be under the personal supervision and management of Louis Biel.

The United Cigar Stores Co. has also recently opened a store on Rivers street, Troy.

At present the company is operating in this city, Utica and Troy, altogether twenty stores. Mr. Biel said last week that its present aim is to secure seventy-five stores at desirable points in this city. If its compaign is successful in New York city and the State, there is no doubt but that the company will later operate stores in Philadelphia, Pittsburg, and every important tobacco-loving center.

***

The stork recently left a bouncing baby boy in the home of Mr. and Mrs. Henry Blumenstock. Mrs. Blumenstock is the daughter of Mr. Simon L. Goldberg.

***

Ab Jacobstein, of the leaf firm of Jacobstein Bros., of Rochester, N.Y., was in town last week.

***

Fred Buschman, of Westfield, Conn., was a recent visitor to this market.

***

Richard B. Cowley, representing the E. H. Gato Cigar Co., left on

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

March 3d for a trip through his territory.

His first stopping place will be Washington. Thence he will proceed to Virginia, Georgia, South Carolina and Alabama. Returning northward, he will call on his trade in Pittsburg, and is due to arrive in Philadelphia on April 2. E. J Stoltz recently made a very valuable connection for the company with the well known firm of Thos. Write & Co., of St. Louis, Mo. At last accounts he was in Salt Lake City calling on Rieger & Lindley, the company's distributers there. From Salt Lake City, Mr. Stoltz will proceed to Nebraska, Montana and Iowa, thence back to St. Louis, the West and middle West.

Jos. Carlisle, who has been in Chicago for the company, is now in Indiana working his way toward Texas, where he will spend some time with the general trade.

Asa Lemlein and M. Nelson are keeping the trade of New York well supplied with the Gato brands.

***

H. Duys, Jr., and John W. Lienhuys sailed for Holland to attend the Sumatra inscriptions on the "Kaiser Wilhelm der Grosse" on March 25. A fellow passenger will be L. Schmid, of L. Schmid & Co.

***

Paul Levison, representing J. Bernheim & Son, leaves for Chicago this week, and will call on his Western trade.

Philadelphia Tobacco Pencilings.

Trade Reviving—Signs of Early Spring Activity—Local Changes—New Enterprises.

The Elk Cigar Co. is a new business enterprise which recently commenced at the south-east corner of Tenth street and Columbia avenue, and will do a retail and jobbing trade in cigars and tobacco. Quite a large line of goods has already been placed in stock and the store is being very prettily fitted out.

W. H. Coupe, who has been doing a prosperous business at 1409 Ridge avenue for some years, recently purchased the McGowan store at 5611 Germantown avenue, and from which place considerable of a jobbing trade will no doubt be done. Mr. Coupe has long made pipes and smokers sundries a specialty and this will also be the case with his newly acquired store. In the line of domestic nickel goods Eisenlohr's "Cinco," for which he is a local distributer, will be made a leader.

J. C. W. Frishmuth, of Frishmuth Bros. & Co., started on Wednesday last for a several weeks sojourn through the south.

The new retail department of Parham & Duff, now at 111 Market street, have placed in a full line of Marcello Key West and also a line of the finer grades of Porto Rico goods.

T. J. Dunn & Co. report that business is keeping up remarkably well with them. Mr. Gerson Heymann, of this house, is still in the West, while W. P. Bushell, one of their selling force, is now covering the East, and is meeting with much success.

E. S. Dunlap, general representative of Arguelles, Lopez & Bro., of New York, returned to Philadelphia on Saturday last, having been on a business trip through the South and West since January 1.

Manager Wallis, of M. J. Dalton's Thirteenth and Chestnut streets store, reports exceptionally heavy sales on their Porto Rico cigars, of which a large quantity was received a few weeks ago.

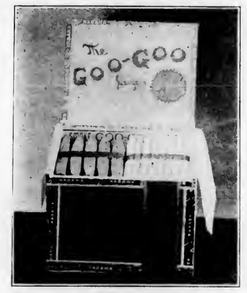
Mr. Morris, of L. Sanchez & Co., and Charles Wasserman, of B. Wasserman, of New York, were among the few visiting salesmen of the week.

Samuel Fisher, of New York, secured early this week a very nice order for his Havana Seconds from W. G. Worthington.

Godfrey S. Mahn, the popular dealer at Eleventh and Chestnut streets, has been the recipient of heavy shipments of imported cigars, all of which were of the very finest grades.

Mr. Ventura Blanco returned to this city on Friday evening, after a two months stay in Cuba, where he purchased considerable Havana tobaccos.

B. F. Newswanger, cigar manufacturer at Lancaster, Pa., was rep-



This is the Cigar
that will help you out
in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.

Ariel Tenting Cloth
For shade growing of tobacco, vegetables and market produce. Made especially for the purpose in widths of 126, 144 and 200 inches.
ORDERS RECEIVED FOR EARLY SPRING DELIVERY
J. H. LANE & CO. 110 Worth St., New York City
ARIEL MITCHELSON, Tariffville, Conn.
or, OLDS & WHIPPLE, Hartford, Conn.

BENNINGHAUS
Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana*, and Dealers in all kinds of *Leaf Tobacco*.
Always in the market for Cigar Cuttings.
Correspondence solicited.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ,
MANUFACTURER OF
High Grade CIGARS
Schwenksville, Pa.
"COUNTRY INN"
Clear Havana Filler 5-Cent Cigar
Our Specialty.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

resented here recently by Milton G. Evans.

The members of the Eastern Cigar Box Manufacturers Association convened in their third annual meeting at Tagg's Maennerchor Hall on Tuesday. President H. H. Sheip and secretary-treasurer E. H. Deffebaugh occupied their respective chairs. Tuesday morning was given to informal meetings and the first business session was held at 2 p. m. A special and enjoyable entertainment was provided by the entertainment committee and was given to the members at the Maennerchor Hall which seemed to be highly enjoyed. The election of officers for the ensuing year is to take place this morning and a final session will be held this afternoon.

Jerome H. Sheip, of Sheip & Vandegrift, this city, returned last week from a short trip through Florida, having spent two weeks very enjoyably at Palm Beach, where he and his party were staying at the "Breakers." Among the other guests of the same hotel were Admiral and Mrs. Dewey. Mr. Sheip was not known to be quite such a sportsman as he has proven himself to be on this occasion. The Paragrapher learns that a party made a trip on a house boat up the Hillsboro River, a distance of about fourteen miles, and captured 78 ducks and about 100 quail. Mr. Sheip informs the Paragrapher that it was the most enjoyable trip that he has ever made. The extensive building operations which are to be commenced by Sheip & Vandegrift in extending their manufacturing plant here early in May may preclude the possibility of any summer vacation, therefore, Mr. Sheip took advantage of his only opportunity for the present year and we are glad to note that he so thoroughly enjoyed it.

IN THE LEAF CIRCLES.

The new importations of Havana tobaccos, recently received by F. Eckerson & Co, have attracted quite a little attention among the firm's customers for their evidently excellent qualities. Mr. Eckerson also informs us that the price at which he has been offering the goods has made them more than ordinarily attractive.

H. Bauer, of Julius Hirschberg & Bro., started upon a business trip through the south. It is Mr. Bauer's initial trip in that section of the country, but the firm feels confident that he will make for them many friends and will turn in a good quota of orders from that section.

L. P. Kimmig, of L. P. Kimmig & Co., has been kept quite busy lately in looking after the firm's packing warehouse at Lancaster, where he has been recently spending a considerable portion of his time.

A good-sized deal in Havana tobaccos is believed to be in progress from the fact that Frank Dominguez, of E. A. Calves & Co., has been spending some time in New York lately.

Geo. W. Newman, of Young & Newman, is expected back from the west some time this week. John E. Plummer, one of the firm's salesmen, is covering New York state. E. H. Miller, another of the firm's representatives, who has been looking after the Pennsylvania trade, left some time this week for an indefinite visit to California owing to his poor health.

The trade here has learned with the deepest regret of the death of Henry Rosenwald, of E. Rosenwald & Bro., of New York, who are well-known to the entire trade in this city.

C. A. B. Zook, of Lancaster, Pa.; S. L. Johns, of McSherrystown, Pa.; Frank Pulver, representing Sutter Bros., and M. Rosenstein, of A. Pazos & Co., both of New York, have been visiting the trade here this week.

PHILAD'A LEAF MARKET.

The local leaf dealers report only continued inactivity, sales of domestic leaf being confined entirely to small lots. In view of this, prices all round are firmly maintained.

Sumatra is now waiting further particulars from the rapidly approaching inscriptions. The local market has therefore suffered somewhat.

Havana, too, is slow and dragging. Prices asked are firm for desirable grades, in view of a possible scarcity of good tobaccos.

SPECIAL NOTICE.

FOR RENT.—Fine office; good light; use of fire proof; first floor. Apply
3-12-1 111 Market St., Phila.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

HENRY ROSENWALD DEAD.

He Dies of Cancer, at the Hotel Metropole in Chicago.

Special to The Tobacco World.

CHICAGO, March 11.—Henry Rosenwald died of cancer, at the Hotel Metropole, to-day.

Henry Rosenwald was born in Bamberg, Bavaria, in 1847. He was one of six brothers, four of whom, Edward, Isaac, Henry and Sigmund have been identified with the cigar leaf business of New York for over thirty-four years. He married Emma Hoffman, daughter of the late Emanuel Hoffman, and sister of Joseph and Alexander Hoffman, of the well known leaf firm of E. Hoffman & Son. His wife and their only child who is the wife of Milton S. Guiterman, of the law firm of Einstein, Townsend, Guiterman & Shearn, survive him.

As husband and father, as merchant, as citizen, as man, Henry Rosenwald was in every way admirable.

The success and the great wealth that came to him as the result of his own efforts, for he started in life with his brothers with but a modest capital, were envied by not one of the thousands who knew him. His manners were engaging, his representations always truthful, his diligence in business an example and an incentive to every young man and most especially to those with whom he loved to surround himself. It is said of him, without invidiousness, that he was, all in all, the best salesman the leaf trade of New York has ever known.

He was full of good will toward all mankind and, like all the members of his family, he gave most freely to public and to private charities.

The best appreciation of Henry Rosenwald's character may be gleaned from this fact: when it was determined that he should proceed to Chicago in the hope that the specialists there might effect his cure, his nephew and business copartner, Mr. Carl Rosenwald, insisted upon accompanying him and his wife, and in all the tedious weeks of his final illness was in constant attendance upon him. This was a beautiful tribute of affection deservedly won by the dead man and cheerfully paid by his nephew.

Mr. Sigmund Rosenwald and all the members of his firm were kept constantly informed of the progress of Henry Rosenwald's malady and Mr. Sigmund Rosenwald, whose affection for his brother was constantly shown through the life time of each, made several trips from New York to Chicago during his last illness.

It is the plain truth to declare that Henry Rosenwald will long be sincerely mourned by those who knew him during his useful and honorable career.

Annual Meeting of the Philadelphia Leaf Board of Trade.

President Young Re-Elected.

Delegates to National Convention Appointed.

The annual meeting of the Philadelphia Leaf Tobacco Board of Trade was held on Tuesday afternoon, with a good representation of the trade present.

After the reading of the minutes of the previous meeting, a resolution was offered by Julius Vetterlein, and seconded by E. A. Calves, advocating a duty of 20 cents per pound on all unstemmed leaf tobacco from Cuba, but its adoption was defeated by a vote of 13 nays to 5 yeas, after the matter had been fully argued pro and con. In his argument Mr. Vetterlein advocated the measure in the view of a benefit to the leaf trade, but was over-ruled by a majority of 8 votes.

On motion of F. Eckerson, and amended by J. S. Batroff, the by-laws were changed to make the offices of Secretary and Treasurer two separate positions. This motion was carried.

The election of officers for the ensuing year being next in order, resulted in the unanimous re-election of John R. Young, President, George W. Bremer, Jr., Vice-President, and W. H. Dohan, Treasurer, to which list was added J. S. Batroff as Secretary.

Five Directors were also elected as follows: George Burghard, Leo-

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

"Our doubts are traitors and make us lose the good we oft might win, by fearing to attempt."

We hope to profit by the above, and have moved into a large factory where we can supply four times your present wants in Our Cigars.

Chief Rabban, Wyoming Elk } 10c. Lady Mar, Measure for Measure } 5c.

PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

THE UNIQUE Creaseless Case Hardened Vertical Top **Cigar Molds**
ARE GUARANTEED TO
OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.
The Sternberg Manufacturing Co.
1702-12 W. Locust St., Davenport, Ia., U. S. A.

A. K. MANN,
Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

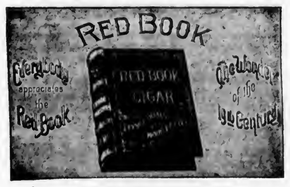
Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

ESTABLISHED 1857.
M. STACHELBERG & CO.
Havana Cigar Makers
383-385 West Broadway,
NEW YORK.

SELLING BY THE MILLION.



"RED BOOK"
THE NEW
Five-Cent Cigar
B. Newmark & Co.
Makers,
NEW YORK.

pold Loeb, Harry Hirschberg, M. Rosenberg, and Harry W. Bremer.

Delegates to the National Convention, to be held at Cincinnati in May, were also elected. They were: H. W. Bremer, J. Labe and F. Eckerson. President Young was instructed to appoint alternates if necessary.

A vote of thanks was extended to President Young for his earnest efforts in behalf of the association.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Mar. 10, 1902.

It has been just as dull here for the last week as anywhereelse. Sales in old goods were comparatively small and few, while the buying of the new crop has practically ceased. Those who have not yet purchased much are expecting to get some at lower prices than have prevailed. During three days of last week the country roads were impassable, and on Friday last (for Friday is usually receiving day) no tobacco at many of the local warehouses was received. On Saturday, however, some was brought to town. The leaf department of the American Cigar Co. was the heaviest receivers, something like thirty loads having been brought to them.

John F. Brimmer is packing this year in the large warehouse at 230 North Queen street, formerly occupied by Julius Marqusee.

I. H. Weaver returned last week from a trip to Ohio.

Cigar box manufacturers of Lancaster county held a meeting on Saturday afternoon and appointed delegates to attend the annual meeting of the Eastern Cigar Box Manufacturers' Association at Philadelphia next week. The attendance was not large.

S. L. Johns, of McSherrystown, Pa., will open here a branch office of his leaf business at 3 Tobacco Row, and a large line of samples are to be on hand for the inspection of prospective buyers. The office is to be conducted under the direction of J. A. Peebles.

In consequence of the general dullness among cigar manufacturers, the local cigar box manufacturers are also suffering.

One of the exceptionally busy establishments here is that of John Slater & Co., and I have it from Mr. John Hare, of this firm, that for the season of the year they were never busier. Both January and February showed an excellent increase in their sales as compared with the same period of last and previous years.

J. G. Shirk, at 40 West Orange street, announces that he will discontinue the general jobbing business and confine himself wholly to his special lines as manufacturers' agent. He has a large line of goods, and an increased force of salesmen will be put on the road forthwith.

The new Mexican cigarette products of the El Buen Tono Co., which are being placed through district representative J. G. Shirk, are taking well, and many of the principal retail dealers here have put a line in stock, among which are Simon Shissler, the prominent N. Queen street dealer. Students of the Franklin and Marshall College have been thoroughly and effectively sampled with the new goods, and already a good demand has been created for them new goods.

M. M. Fry, leaf packerand dealer, returned on Saturday from a few days visit to New York city.

HOW IT IS IN YORK.

YORK, PA., March 10, 1902.

As usual during February and March, the cigar manufacturers generally are experiencing dull trade; this, however, is no criterion by which to judge trade conditions, it is only a result.

The leaf packers are very busy, as well as the dealers, who are likewise enjoying good trade, notwithstanding the dull cigar trade.

George Kohler & Co., claim an unrivaled success for a new production, the "Boveda," a full Havana cigar which sells to the jobbing trade from $50 to $100 per thousand, according to size. These cigars, as well as the much advertised "Gen. Worth," are being pushed by the firm, and we are informed are enjoying high success

The representative of the Patent Tobacco Binder Co., located in Brooklyn, was in York looking after the interests of their machine, several of which have been placed among York leaf men.

Thesevere snow storm of Wednesday, which blockaded trains and disabled business, was also responsible for the plight of a prominent cigar manufacturer from Hanover. As the nearest place to procure the necessary lawful papers toward making man and wife in Hanover, is York, and as it happened that this particular manufacturer found himself in York on Wednesday for that especial purpose, what more unfortunate circumstance could take place than to be informed that trains had ceased to run for some time; snow still continued to fall, and the bride-to-be anxiously awaiting in Hanover the consummation of preliminary details, and the speedy return of the happy man? The Good Sumaritan dealer who entertained this "benedict" failed to interest him in wrappers, binders or fillers; his heart as well as his stock seemed to be filled. The joke, however, did not materialize properly, as with the end of the storm by noon and reestablished service on the railroad, the joyous ceremony was performed on time, and the happy couple sped away for Philadelphia and New York.

C. C. Kohler will in the near future open a cigar store in the room formerly occupied by Charles Beck, on West Market street. The room is being handsomely decorated and repainted on the outside, and will no doubt make a splendid stand for the cigar business. Mr. Kohler is a cousin of George A. Kohler, of G. A. Kohler & Co., of this city.

We don't like to express B. S. Taylors' exact opinion of the cigar situation at the present time; nevertheless he evidently finds it somewhat dull, according to his conversation; a different condition, however, exists with the tobacco business, which he claims is very good

Henry F. Kohler, of Nashville, states that he has received during the past week orders for 50,000 of his 5-cent cigar, the "Happy Jim."

A GOOD PLACE TO STAY.

For a number of years it has been a current saying in Philadelphia, that if you desire a position with the only tobacco manufacturers in the city, Frishmuth Bro. & Co., there must be a death among the male hands, or some of the girls must marry a man who objects to her working any longer in the factory, for in no other way do vacancies occur. During the last two years, Frishmuth Bro. & Co. have lost by death two hands, one of which had been in their employ a little over 52 years, the other was a later day saint, had been there about 27 years, they have in their employ to day, over twenty persons, who have been with them over or near a quarter of a century. One has but to visit this factory, to know the reason why, no person employed by them ever desires to leave; their factory is well lighted, well ventilated, kept as tidy and neat as a good housekeeper would keep her home and the highest of wages is always paid, besides they have within themselves an organization known as the "Frishmuth Benefical Association," of which the head of the firm, John C. W. Frishmuth is president. Through this organization any employee of the firm, draws when sick $5.00 per week and in case of death $100, during sickness, committees call upon them and see that they are properly cared for and are provided with necessary comforts, in fact every employe of Frishmuth Bro. & Co., counts him or herself a member of their family. When we know these facts, is it any wonder that Frishmuth Bro. & Co. have been in the same business, in the same place, for 92 years.

Moore Bros., a wholesale grocery house of Lima, O., recently took possession of a newly erected building on Market street and Lake Erie Railroad. An increased stock of both cigars and tobacco is to be hereafter carried.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. N. Hostetter
Manufacturer of Fine
Pennsylvania & Havana
CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

PHARES W. FRY,
119 North Christian Street, Lancaster, Pa.
Packer of Leaf Tobacco
and
Manufacturer of CIGARS
NICKEL BRANDS: "TRIMBUCK" and "KRISHNAU" Best Sellers.
STANDARD Two-fors and Three-fors Sell to Jobbers only. Pouch Goods.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Yucatan" and "Mexico."

CIGARS	cases
Acker, Merrall & Condit, New York	27
Park & Tilford, New York	24
G. S. Nicholas & Co., New York	12
Waldorf-Astoria Segar Co., New York	7
Godfrey S. Mahn, Philadelphia	6
M. A. Gunst & Co, San Francisco	6
J. Wagner & Son, Philadelphia	5
Estabrook & Eaton, Boston	3
S. S. Pierce Co., Boston	3
Goldberg Bowen & Co., San Francisco	3
Michaelis & Lindeman, New York	2
B. Wasserman, New York	2
D. Loughran, Washington	2
H. Straus, Cincinnati	2
W. H. Schimpferman Co., Chicago	2
G. Heymann, New York	1
Best & Russell Co., Chicago	1
D. Frank & Co., Boston	1
Reymer Bros, Pittsburg, Pa.	1
Oscar Cranz & Co., Richmond, Va	1
Total	111
Previously imported	1,139
Imported since Jan. 1, 1902,	1,250

LEAF TOBACCO	bales
F. Oppenheimer, New York	416
Sutter Bros., New York	281
Havemeyer & Vigelius, New York	252
Hamburger Bros. & Co., New York	223
E. Rosenwald & Bro., New York	200
Loeb-Nunez Havana Co., Phila.,	179
Rothschild & Bro., New York	170
F. Miranda & Co., New York	142
American Cigar Co., New York	111
Calixto Lopez & Co., New York	104
L. Friedman & Co., New York	99
Schroeder & Arguimbau, New York	95
Guedalia & Co., New York	78
Bernardo Fernandez, Milwaukee	72
Faustino Vega, Chicago	68
Waitt & Bond, Boston	50
Manrara Bros. Co., New York	47
M. Rivera, New York	39
Weil & Co., New York	30
Crump Bros., Chicago	25
J. P. Portuondo Cigar Mfg. Co, Phila.	19
F. Schultz's Son, New York	19
Hillier & Kollenberg, Chicago	17
G. Salomon & Bro., New York	15
J. Bernheim & Son, New York	10
C. Erdt, New York	10
L. Goldsmith & Co., NewYork	10
Hinsdale Smith & Co., New York	10
J. L. Cra, New York	8
E. Regensburg & Sons, New York	8
S. Rossin & Sons, New York	8
O. Malchow & Co., New York	5
Total	2,820
Previously reported	19,825
Imported since Jan. 1, 1902,	22,645

Cuspidors in Railroad Cars.

The question of equipping the passenger cars of their systems with cuspidors is occupying the attention of the Pennsylvania and Reading Railroad officials. The State Board of Health has passed a resolution requiring that each smoking car be provided with a cuspidor for every seat, and one at either end of day coaches. These receptacles are to be thoroughly cleansed and disinfected after each run. A penalty for failure to comply with the resolution, it is intended, shall be punishable with a fine.

According to the Pennsylvania Railroad authorities, 10,000 cuspidors at least will be necessary on their system to obey this rule should the proposed requirement become operative. The railroad authorities will heartily co operate with any movement, similar to that in New York State, where a fine of $500 or less, in the court's discretion, may be imposed for each offence.

In support of its resolution the State Board of Health cites statistics to show that three-fourths of all the men use tobacco, 80 per cent. expectorate, and 12,000,000 smoke.

News from Porto Rico.

San Juan, P. R., Feb. 25, 1902.

Tobacco has, as a rule done well for several weeks, and looks promising; sowing has been continued in various localities and transplanting and pruming have been actively carried on. In Southern Arecibo district the plants are reported as budding, while still small, requiring too early pruning.

Mr. Gustave W. Priesing, the contractor who has been superintending the construction of the Porto Rican American Tobacco Co's. annex, has completed the building. It was put up in remarkably quick time, the work having been begun on November 8. The new structure is larger than the old factory, to which it is connected. It is a three story brick building, 169 by 50 feet.

A new cigar factory is being opened at 18 Tetuan street, known as the San Juan Import and Export Company, and composed of Messrs. Santos Buzaglo, Oscar Cohn and E. J. Crocker.

The firm is advertising for cigar makers and will start work as soon as the men are obtained. Mr. Buzaglo is a Cuban who has had a cigar factory in Chicago for 20 years.

GURABO—A great deal of tobacco has been planted around here. Many are carrying water to keep the plants alive because of the extended dry spell. No rain has fallen for more than a month and the ground is very dry.

The Havana of the Orient.

In tobacco exports Manila is the Havana of the Orient. In fact it is about the only port in the world that sends tobacco to all points of the compass. Its cigars and leaf are popular along the neighboring coasts of China and Japan; it sends them south to all the east coast ports of Australia, east across the Pacific to our own ports and its largest stream of all unites with those from Sumatra, Java and the west coast of India to flow west through the Suez Canal, on to Barcelona and through the Strait of Gibraltar to the countries of northwest Europe.

THE BANQUET PROCEEDS

Thirteen More of Those Jolly Chapters of

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS.

DATES OF PUBLICATION:

Chapter 14—April 2—"A NATIONAL HEIRLOOM AND A PINCH OF SNUFF," By FRANK LANGE, of L Schmid & Co.

Chapter 15—April 9—"WHY NAPOLEON RE-ESTABLISHED THE STATE MONOPOLY IN TOBACCO IN FRANCE," By W. J. HAZLEWOOD, of Geo. V. Watson & Co.

Chapter 16—April 16—"THE WRATH OF SULTAN AMURATH, AND WHAT CAME OF IT," By L. HERZIG, of J. C. Drucklieb & Co.

Chapter 17—April 23—"THE PLEA OF THE CREATURE WE CALL TOBACCO," By M. F. SCHNEIDER, of Laverge & Schneider.

Chapter 18—April 30—"BY A FOUNTAIN IN CAIRO," By JOHN W. SURBRUG, of The Surbrug Co.

Chapter 19—May 7—"THAT LITTLE AFFAIR BETWEEN MR. PINE TREE AND THE SUN GODDESS," By HARRY E. PYKE, with M. Foster & Co.

Chapter 20—May 14—"PEPE OF THE VELVET PAW," By S. H. FRIEDLANDER, of F. Garcia, Bros. & Co.

Chapter 21—May 21—"A TOBACCO SYMPOSIUM OF GREAT GHOSTS," By MARCO FLEISCHMAN, of S. Rossin & Sons.

Chapter 22—May 28—"SALESMAN TO THE HAJ," By JOHN E SUTTER, Vice President of Sutter Bros.. Inc.

Chapter 23—June 4—"HOW TOBACCO BOUGHT OUR LIBERTIES," By H. BAMBERGER, of L. Bamberger & Co.

Chapter 24—June 11—"THE FIRST TRADE MARK INFRINGEMENT," By Hon. MORRIS S. WISE, of Wise & Lichtenstein.

Chapter 25—June 18—"THE MISSION OF THE CIGAR," By M. E. FLAHERTY.

Chapter 26—June 25—"A TRADE IN TOBACCO WITH—— AHEM——THE DEVIL," By EPPO HARKEMA.

If you have not already sent in your subscription, do so at once.
Subscription price, $2 per year. Single copies, 6 cents.
The Publishers of THE TOBACCO WORLD can not undertake to supply back numbers. Send your orders in advance

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed & Havana
CIGARS
LANCASTER, PA.

We employ no traveling salesmen, but deal directly with the wholesale trade.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.

Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories:
YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

THE TRADE IN READING.

READING, PA., March 8, 1902.

Edwin R. Kerper, who recently purchased the cigar store of Storm Miller, at 510 Penn street, has taken full possession and will shortly make a new departure. About April 1st Mr. Kerper intends manufacturing all of his own brands or his cigar store, and will carry on the business on the second floor of his present building. The place will be equipped throughout with all the latest facilities for manufacturing purposes, and Mr. Kerper is confident that he can educate his customers to smoke many popular brands he intends making.

At the next term of the Berks County Criminal Court, seven more slot machine cases will be disposed of. All of the parties arrested are proprietors of cigar stores, and the likelihood is that they will be let off upon the payment of a fine with the charge held over them for their future obedience to the law.

Quite a large number of Porto Rican cigars and cigarettes are being sold in Reading and vicinity. A number of the dealers are handling them and say they have a large patronage for this class of goods.

John G. Spatz, of Spatz and Co., is home from an extended western trip, having secured a number of large orders for high-grade, handmade cigars. He reports trade quite brisk in the west, and believes that this year will be a good one for the cigar trade generally.

The windows of the cigar store of Tom P. Moore, 501 Penn street, are handsomely decorated with a fine display of the "Robert Burns" cigar of all sizes and shapes. Mr. Moore shows good taste in decorating his windows, which are among the most attractive in the city.

The cigar store and factory of Edwin G. Readinger, at 418 North Sixth street, was broken into and robbed of quite a lot of cigars, cigarettes, a missionary box placed there for benevolent purposes, and numerous other trinkets. Jacob Weitzel and William Haas were arrested charged with the robbery, and were committed to jail. The latter made a clean breast of the affair. Alderman Sandt issued the warrants. This is the second time that Mr. Readinger's factory has been robbed.

Lewis M. Farling, who recently disposed of the goodwill, stock and fixtures of his cigar store at 419 Penn street, to William Moyer, to engage exclusively in the manufacture of cigars, opened a factory in the rear of his old business stand, and has remodelled the place throughout. Mr. Farling is meeting with great success since he retired from the retail trade, and will endeavor to double his sales on the "Athletic," and "419" nickel brands this year.

Lengel & Ernst, Rosenthal and West Buttonwood streets, are working on full time and predict a very brisk spring trade. Jerome Lengel, the senior member of the firm, is home from a successful Southern trip. He met with great encouragement and secured many orders. The firm enjoys a large run on its new creation, the "Floradelphia," a nickel brand, and the "Tulpehocken," a 10-cent cigar.

Blachman & Nagle, 116 North Ninth street, are keeping right along with the times, and report the outlook for the spring trade as being exceptionally bright. Paul H. Blachman, the senior member of the firm, recently returned from a successful business trip through some portions of Eastern Pennsylvania. The firm's leading sellers are the "Onda," a 10 cent cigar, and the "Cinq" and "Pride-of-the-Cafe," nickel goods.

S. Sidelsky has moved his cigar store from 28 South Sixth street, to 101 South Sixth street. He occupies the large building formerly occupied by the Excelsior Laundry Co. Mark Rubin is the manager of the new store. The new place has been remodelled throughout, and a pool room added.

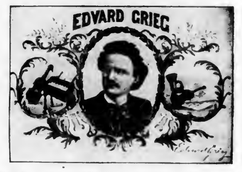
A busy industry is the M. H. Taylor Tobacco Co. Carpenter and Cherry streets, 12 hands now being employed. A specialty is made of the "Union," "Safety" and "No-Butts." Over a ton of butts are turned out each week and are shipped to all parts of the United States. Several new brands may be placed on the market next spring.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,

MANUFACTURER OF

HIGH GRADE NICKEL

Seed and Havana Cigars

The "EARL OF BATH"

Is one of our leaders. It's new and good.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory

M. E. PLYMIRE, Proprietor,

Loganville, Pa.

Choice 5 and 10-Cent CIGARS.

Common Cigars furnished, if desired.

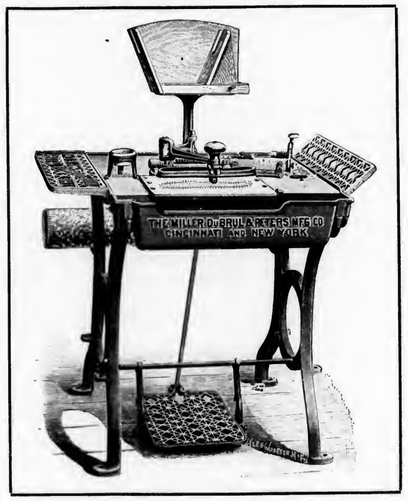
MAKE MORE CIGARS

Your natural ambition is to make more cigars, better cigars, handsomer cigars and to do it in the most economical manner.

We have a cigar makers' table that will permit you to satisfy your ambition to the full.

It is the DuBrul Dieless Suction Table.

Its chief merit is wrapped up in that word "dieless".



This Table, as shown in the cut herewith, has no dies or rollers: consequently, it eliminates all the bother, expense and time necessary to keep the dies and rollers in proper shape to work at all.

The cutting is done by a circular knife, which swings out of the operator's way after the wrapper is cut. The knife does far better work than any die. It is easier to keep in proper cutting condition—it needs no adjustment—it will never roll up, nor tear a wrapper, no matter how sticky, and never leaves a white streak on the edge of dark wrappers as all dies are bound to do.

Having no cumbersome mechanism in the way and being free from the constant exertion entailed by such mechanism, the operator works faster and does better work.

The freedom from obstruction induces palm-work instead of finger-work, which is of obvious importance.

The operators like this table because it is so simple, there being no hidden mechanism and no complicated parts. They will not work on other tables if they can get work on this.

This Table does away with all the objections to and imperfections of the old-time tables and is the latest and most important development in the art of making perfect cigars.

You ought to have it.

No cigar manufacturer who is looking out for his own interest can afford to have any other tables, even if he got them for nothing.

But in case you don't agree with us, we beg to remind you right here that we can sell you the best table with dies, and you can see both styles side by side at either of our offices.

We can't tell you all about it here because it is a long story.

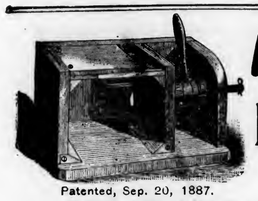
A letter from you will bring full information.

When writing ask for Booklet W. S.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



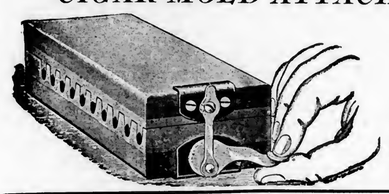
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

An explosion of acetylene gas in the cellar of Lichty's Music parlors, Penn street, above Sixth, wrecked three large buildings, completely razing them to the ground. Luther Goodhart, proprietor of Fueller's cigar store and pool room, one of the finest in the city sustained much damage by the explosion. All of his fine display cases in the store room and on the front of the building were broken, entailing a heavy loss. The large French plate glass mirrors in the front of the store were cracked and will have to be replaced. Mr. Goodhart's loss will exceed $700, which is fully insured. Mr. Goodhart's building was not damaged as it is about five doors away from the explosion, only the glass being broken and cracked. POMPEY.

Trade-Mark Register.

The Leoh. No. 13,610
For cigars Registered Mar. 3, 1902, at 11 a m, by Israel Rechtman, Phila.

Jeffersonian No. 13,611
For cigars Registered Mar. 5, 1902, at 9 a m, by J. Bayuk, Phila.

Rainbow No. 13,612
For Turkish cigarettes, smoking and chewing tobacco Registered Mar. 6, 1902, at 9 a m, by the Benninghaus Tobacco Co., Baltimore, Md.

A. L. M. No. 13,613
For cigars Registered Mar. 7, 1902, at 9 a m, by A. L. Moskovitz, Trenton, N. J.

Chester Girl No. 13,614
For cigars Registered Mar. 8, 1902, at 9 a m, by H. N. Heusner, Hanover, Pa.

REJECTIONS.

"Sa Vo," "Havana Bon Bons," "S. S. S." "Big Demand," "Reputation," "Fraternal Order of Eagles," "New King."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in ureaux other than that of The Tobacco World.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

Othoes, Miebis, Angi, La Chica of Puerto Rico, Angie, Madine, Jaurett's English Cigarettes, Genuine Porto Rico Huskers, Kimona, El Basco, Pleiades, Easol, King Conrad II. Pride of Navarra, Peter Schuyler Briefs, La Dunoro, Dunora, Winning Ribbons, Little Poker, Tuna, William Deering, Theresa Vaughn, Esquimaux, Lord Rouley, Santoza, Sello del Mar, Duke Alcola, Rodolfo, Don Alasco, Lord Chandas, El Reginaldo, Palma Leo, Naughty Nan, Royal Visitor, Alice Roosevelt, Our Noble Guest, Billy Blue, U. S. N., Art Worker, Billy Gray, U. S. A., Emanon, Borough Beauty, La Dureza, The Private Exchange, Fresh Roll, Peachblow, Judge Dooley, Mobita, Takafu, Kibula, Tento, Havaret, The Herman J., Union Crown, Made by East St. Louis Union Workmen, Hatherly, Anne of Austria, La Flor de Winslow, Raglan Smoking Tobacco, Charles Camden, Adler's Special, Bachelor Queen, Sylvan Queen, Iowa Rose, Iowa Flower, Romatico de Cayo Hueso, Red Ox, Indiana Elk, Affler, The Strand, The Laster, Maryland Club, Missouri Fairy, Good Gravy, Southern Elk, Wisconsin Bowling Association, Commercium, Foleyette, Man hat sei Lascbt, Grand Prix, Mystic Rose King's Luck, Los Fumistos, Fanfaretta, Eagle Club, Santa Fe Central, Gustum Bonum, National Life, U. S. Baby, Please Don't, Las Riveras del Plata, Gold Bow, Corn Husker, La Clarina, King's Banner, McKinley's Favorite, El Timonel.

Western Tobacco Reports.

EDGERTON, WIS.

The movement in last season's crop, induced by the more moderate sales of medium priced goods, is gaining some headway in many of the growing sections. There seems to be a disposition among growers to grant some concessions in price which is leading to more activity among the buyers. The week has witnessed the lifting of quite a quantity of the medium quality goods and the movement bids fair to increase under these conditions.

The most important sale of old leaf for some time is the reported purchase by the American Cigar Co. of 3063 cases of tops from F. S. Baines' 1900 packing. L. B. Carle & Son have sold 200 cases of 1900 binders.

The deliveries of the recent purchases have been coming to the warehouse quite liberally of late, putting to work more help than heretofore employed. Casing weather during the week has given the

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 — ESTABLISHED 1871.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

growers opportunity to remove the balance of the hanging tobacco and complete the stripping of the season.

Shipments, 402cs.—Reporter.

JANESVILLE, WIS.

There is a trifle more activity noticeable in the buying of the crop of 1901, but buying has not become general by any means. In a few sections there are more crops being sold than for several weeks past. In the immediate vicinity of Janesville the sales drag at a slow and tardy pace.

The farmers are still continuing to assort and case their tobacco to await a change in the market, believing the conditions will be more favorable later on. In old goods one of the largest sales ever made in this city was consummated this week when Frank S. Baimes sold 3,065 cases of the growth of 1900 to the American Cigar Co. through its state agent, N. B. Strause, of Madison. Although the price is not made public, the total amount involved is not far from $125,000. The lot included all of the tops or best grades in a packing of 6,000 cases. Aside from this sale the market was uneventful.

There is some increase in the number of employes engaged in assorting tobacco, but the number is far from that of former years.—Farm and Home.

HOPKINSVILLE, KY.

M. D. Boales.

Breaks are very small and will be light until buyers place orders at or about what sellers are willing to take, as prices paid loose are on parity of quality. When market opens I look for a very active market and large sales. So far no price is yet fixed on the various grades. Hence can give no quotations only on limited quantity of Low Lugs and Common Lugs 4 to 4¾c; Low Leaf, 5½ to 6c; Common Leaf, 6 to 6¾c, nothing Good or Fine being offered. The loose tobacco is coming in very freely and buyers of loose are very active picking up unsold crops at full prices, 6 to 8c. Old tobaccos selling in small lots. Lugs, 4¾ to 5¾c; Leaf, 5½ to 7½c.

Receipts for the week, 340 hhds; year, 1,960. Sales for the week, 21; year, 151, offerings, 14, rejections, 3.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Feb.	1,794 hhds
Sales in Feb.	93 "
Shipments in Feb.	1,039 "
Stocks, Mar. 1	3,076 "

Buyers stocks are 299 hhds, and sellers stocks 2,777 hhds.

Our receipts of new tobacco this week were 299 hhds.; offerings on the breaks 58 hhds.; public and private sales 54 hhds.

The market for leaf was unchanged, the lugs were poor and strong in price.

Buying continues in the loose tobacco market without much change in prices.

Notwithstanding the very bad roads, the deliveries of loose tobacco at the prizing houses have been heavy. We had another snow on the 4th inst.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00

A Critical Examination.

Many cigar manufacturers who have looked into the merits of the Grathwol Telescope Leaf Tobacco Kaser, have unqualifiedly pronounced it a success, in fact it has in many instances been established as an indispensable factory appliance. It is claimed by some of the best authorities that this method of Kasing is a pronounced success, because it really accomplishes what many other appliances have failed to do.

Mr. Grathwol, the manufacturer of the apparatus, at Troy, N. Y., calls the special attention of manufacturers to the adaptability of the device for moistening hard and dry tobacco without opening or shaking out the hands, which often causes damaged broken leaves, and consequently loss of tobacco. Further more, the even distribution of the water to every part of the leaf is an advantage that can be effectively secured with the Grathwol Kaser. The saving which it has effected in the use of Havana fillers has made it appeal very strongly to manufacturers of higher grades of goods.

It is essentially a cigar manufacturers' labor and money saving device, in consequence of which its use has become general by many of the most progressive as well as the most successful manufacturers of the country.

Full particulars and descriptive matter can be gotten by addressing L. Grathwol, Troy, N. Y.

Little Lives of the Great.

WILLIAM VIGELIUS.

New York's finest specimen of the old school gentleman.

Famous forty years ago as one of the largest buyers of Pennsylvania leaf, and famous to day for his operations in that same type of tobacco Has done business in one spot on Pearl street during his whole career Has also been loyal to one brand of cigars manufactured by his friend, Salvador Rodriguez, for precisely the same length of time, which is far more noteworthy.

Has been President of the Liederkranz, of New York, four times and knows good music as well as he knows good cigars.

An Examination Immediately After the Kaser is Placed Upon the Board, as the Water Penetrates the Interior of the Hard and Dry Leaf.

LUIS MARN.

"The poor man's friend" of Havana. Loves Cuba well and the United States better, yet is happiest in his summer home in the Thousand Islands.

Can tell a rattling good story in any one of four languages, Spanish, German, French and English, but Spanish is nearest his tongue, as he will illustrate if you can induce him to tell you of the night his dragoman lost him in the desert the year he visited the Holy Land.

Don Luis is a believer in tent-growing and has established the system on his plantation in Cuba

MORRIS S WISE.

Sunday school teacher, trademark lawyer, referee in bankruptcy and Foxy Grandpa to "Bobs." Only

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

J. M. McGUIGAN
5 CENT BRANDS: Light Horse Harry, La Colonia, Cassandra, Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN All Kinds of CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
Daily Capacity 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a.

They are on Sale Everywhere.

H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN CIGAR BOX LUMBER,

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

J. L. & M. F. GREENE,

PACKING HOUSES Janesville, Milton, Albany, } Wis

PACKERS OF LEAF TOBACCO

TELEPHONE

WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Bobs is too little yet to play his part in the game.

The Counselor, without being a cigarmaker, is the Secretary and Manager of two (or is it three?) Cigar Manufacturers' Associations, and without being a journalist, is the publisher of a prosperous periodical; which shows what a man can do who puts his mind to things. It's all mind in this case. "Mind your own business," and the other fellow will come and pay you for taking care of his'n.

GUSTAV FALK.

The Montaigne of the leaf tobacco world, his philosophy is so genial. Began life as a cigar manufacturer and had the town wild after his "Golden Curls" when the greatest manufacturers of the present day were in long clothes.

Surveys mankind with a rather quizzical air; is the personification of good will, and hates nothing in the world so much as a bore.

Just like Montaigne.

NEWS NOTES.

Isaac Draper and Harry Shirk have bought the Worley tobacco store at Kenton, O.

L. C. Huey has purchased the cigar factory of L. A. Young at Oklahoma City, Okla.

Peter Otte is opening a cigar factory at Watertown, S. D., to do a wholesale business.

J. G. Burge is opening a new cigar factory and retail store, at 1415 Main street, Elwood, Ind.

The striking cigarmakers of Schiele Bros. & Moreland, of Colorado Springs, Col., have returned to their work.

A. Keshishyan has purchased J. Hertzbrum's retail cigar store in Vallejo, Cal. Mr. H. will devote his entire time to his cigar factory.

A meeting of the stockholders of the Neudecker Tobacco Co., Baltimore, Md., was held on March 5th. Only routine business was transacted.

James E. Allison, a well-known cigar dealer at Kansas City, Mo., died recently. He had been doing business for some years at 4 West Missouri avenue.

J. E. Parry has sold his cigar store at Eleventh and Main streets, Richmond, Ind., to Bert Unthank and Frank Engelbert, who take charge at once.

Thomas A. Hazlitt recently opened a first-class cigar store at 105 Pikes' Peak avenue, Colorado Springs, Col., under the name of the Hazlitt Segar Co.

The Mattheison Cigar Co. has been incorporated at Madison, Wis., with a capital of $5,000, by C. D. Mattheison, B. H. Kohorn, and Fred. L. Kohorn.

The George E. Rolph cigar Co., of Superior, Wis., has been incorporated with a capital of $10,000, by George E. Rolph, Vincent Payne, and H. W. Dietrich.

A new tobacco company has been organized at Mayfield, Ky., with a capital of $50,000, by S. J. Pehram and W. J. Slayden, of Asheville, N. C., and Mayfield citizens.

Sam Barets, wholesale liquor dealer of Denver, Col., has filed a petition in bankruptcy. Liabilities, $200,000, over half of which is due to Eastern firms; assets, $90,000.

The 760 bales of Havana tobacco recently received by Hart & Murphy, cigar manufacturers of St. Paul, is said to be the largest single shipment ever received in St. Paul.

C. J. Norton and C. E. Cady have formed a partnership and will begin the manufacture of the "Lion Crown" brand cigars, a factory having been leased at 122 Ottawa street, East Lansing, Mich.

The Easton (Md.) Ledger says: "E. L. Mate of Red Lion, Pa., will open in Easton next month a wholesale and retail manufactory of cigars. Robert H. Hardesty will represent Mr. Mate on the Peninsula."

J. E. Van Alstyne, who for thirteen years conducted the cigar store at the corner of Canal and Pearl streets, Grand Rapids, Mich., has again decided to enter the ranks of the tobacconists, and has leased for a term of years a handsome store at 103 Monroe street.

Victoriana Enrique, the owner of a cigarette factory in Manila, Philippine Islands, is charged with a violation of her license for the manufacture of cigarettes. She had a license for the manufacture of a certain brand called the "Maria Cruz," but was also making a cigarette which she labeled the "Maria Consuela."

Ben. Haverkamp, a well-known cigar man of Tacoma, Wash., recently fitted up a cigar store along thoroughly modern lines, comprising wall cases, combination show and counter cases with beveled plate glass throughout, mounted on a marble base. Mr. Haverkamp will now carry in stock all the leading brands of imported, Key West and domestic goods, as well as an elegant assortment of chewing and smoking tobaccos, cigarettes and smokers' articles in general.

TRADE will Follow

the introduction of the

HIGH GRADE SEED & HAVANA CIGAR

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

The Horwitz Cigar Co.

224--6 W. Camden St.

Baltimore, Md.

Manufacturers of these Leading All-Tobacco LITTLE CIGARS:

STAPLE

15 Cent Package

JIMP

5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.

Sold to the Wholesale and Jobbing Trade only.

SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods. Correspondence invited.

The firm of E. M. Flack & Co., dealers in leaf tobacco in Hopkinsville, Ky., and Clarksville, Tenn., has been dissolved by mutual consent, Mr. Norman Smith retiring to become resident buyer of the American Snuff Company. Mr. James D. Russell, Jr., succeeds Mr. Smith, and will represent the firm in the Clarksville market.

Toledo is promised soon to have a new and important cigar business. A company is now being organized under the name of the American Cigar Co., with a capital of $100,000, of which David Wineberg is to be the general manager. Their temporary quarters are on Monroe street, and it is expected that one hundred men will be employed as a start.

The F. F. Adams Tobacco Co., of Milwaukee, Wis., has announced that it intends to increase the number of its employes from 150 to 500, and to increase its product from four to eight million pounds per annum. A large addition to its present factory on West Water street is also to be built. The company has been in existence since 1847, and the capital was recently increased by additional investment of Eastern capital.

A panic occurred on Friday afternoon among the 500 girls in Hernsheim's tobacco factory, New Orleans, resulting from an alarm of fire several squares away. A strike occurred some time ago in the factory and there had been a rumor for some weeks that an attempt might be made to blow up the building. When the cry of fire sounded the girls frantically rushed to leave the building, and many were trampled and bruised. One seventeen-years old girl is thought to be fatally hurt.

The Globe Tobacco Co., of Detroit, Mich., filed a petition showing that it had deposited with the City Savings bank, of Detroit, a short time prior to its failure, notes and drafts aggregating $1,491.16 for collection only, and asking that the receiver return all paper uncollected and pay over the amount realized on any of the paper. Leave was given the company to intervene and the receiver was ordered to show cause why the order asked should not be made.

Swedish manufacturers and workmen in the tobacco trade of Sweden have petitioned the government to increase the import duty on tobacco, alleging that foreign tobacco, the American article in particular, has brought their industry face to face with ruin, and many workmen are idle. Certain members of Parliament are preparing a counter proposal advocating the conversion of the tobacco business into a state monopoly, which may be done.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

It is quite evident that the prices paid for tobacco in the bundle are increasing, and this is the more evident where the grower has mustered up his courage to ask and insist upon a reasonable price for his leaf. It has all the time been evident to the thinking man, as he can but know that there is a very scant supply of serviceable leaf to supply the wants of the cigar manufacturers. It has been some months since the Connecticut Havana wrapper supply was practically out of the market. This was the cause of the rush the last of July and fore part of August, when buyers swarmed through the Connecticut valley, paying or rather bargaining to pay from 18 to 28c in the bundle. This was then in accord with what they knew was the worth of the leaf, and there was but a scant supply. And now they are paying as high as 18c, 19c, and even 20c, and later we shall have offers at still higher prices.

Our correspondents write:

East Hartford: "A tobacco packer from Brooklyn, N. Y., has purchased several lots of Havana seed leaf. Among those who sold to him was F. H. Ensign 6 acres, Mr. Falcott 2½ acres, Mr. Stephens about 11 acres and one or two more smallish crops in the bundle at 19 cents, and some have declined larger offers. There has also been some looking at the seed leaf here and at South Windsor. Holders are pretty firm in their prices."

Suffield: "There will be quite an increase in the shade growing tobacco, as the Bissell-Graves syndicate are talking of growing from 12 to 20 acres, Haskins & Co. 10 or 12 acres, Olds, Pinney & Co. from 50 to 60 acres, Spencer & Co. 10 acres, and now the American Tobacco Company is talking about 150 acres, and so we can but expect from all this talk a large outcome of tent-grown Sumatra."

Somers: "Albert Hurlbert sold 6 acres in the bundle at 14½ cents to a Westfield packer. Other declined same offer."

Conway: "No sales to report. The work of assorting is progressing finely. About one more week will finish it. Only two or three crops in town unsold."

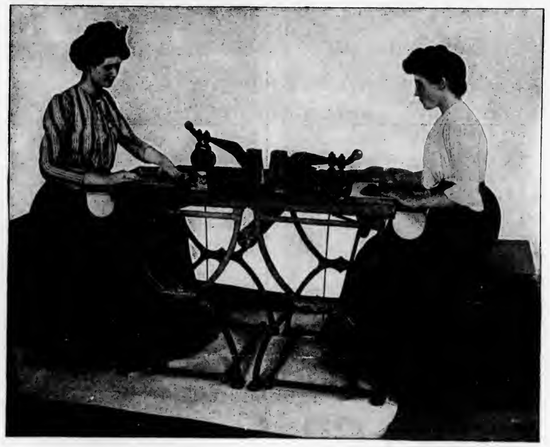
Sunderland: "No sales the past week. Some buyers have been here, but want to buy at same low rate, which farmers will not accept. Some lots are being sorted, with good results. Even those crops the most damaged have some very fine wrapper leaf. The weather is favorable for handling and sorting tobacco."

North Hatfield: "We hear by a friend that some reasonable prices

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

are being paid for tobacco. Eleazer F. Cooley sold his 1901 crop at 16 cents in the bundle, and other offers were rejected."

Whately: "H. S. Allis has 14 cases of 1900 seed leaf and his crop of new leaf on hand, and Seth B. Crafts has some 1900 tobacco on hand."—American Cultivator.

BALDWINSVILLE, N. Y.

Considerable tobacco has been taken in during the past week and there has also been some shipments made from the warehouses. The improved condition of the roads has brought an improvement in the market although the prevailing price for new goods is much lower than that paid earlier in the season, the present price ranging from 5½ to 8c in the bundle. J W Upson has recently bought a considerable amount and Dembo & Haskins of Syracuse are in the market for the new crop. S. D Green of New York, representing J Bunzl & Sons, is reported as having bought the following crops: John Haner, 2a, C. A. Lanning, 1a, C. H. Cowan, 1a, Nathan Sloan, 1¼a R Peacock, 3a, John Henderson, 2¾a, Frank Dutcher, 2a. H. J Muller of New York has also been here but no purchases have been reported as made by him.—Gazette.

MIAMISBURG, OHIO.

The market continues moderately active for both old and new tobacco, prices for old Zimmer varying from 6 to 8c, and new commanding uniformly 10 cents through. Sales of new seedleaf warrant quotations at 5c to 7c through.

Many farmers are still delayed in stripping a portion of the new crop on account of unfavorable weather for removing it from the poles.

Miles Blossom has built a sweat room, and is fitting up his warehouse on First street in first class condition preparatory to packing a contemplated purchase of new Zimmer for Hinsdale Smith & Co. of New York city and Springfield, Mass.—News.

—The lower house of the Ohio Legislature passed, by a unanimous vote, on February 21, the Gear anti Cigarette Bill, imposing an annual license tax of $100 on retailers dealing in cigarettes and $200 on wholesalers. It forbids the sale of cigarettes or cigarette wrappers to any one under 20 years of age and any tobacco to any one under the age of 16 years. An amendment by Mr. Ankeny, of Green county, which was accepted, prevents the giving away of cigarette wrappers or permittting them to remain where minors could have access to them. Strong speeches were made favoring the bill and denouncing cigarette smoking as "pernicious and unsanitary."

Among the Tobacco Shops of Porto Rico.

Special Correspondence of The Tobacco World.

Processes of Cigar Manufacture Illustrated.

The accompanying sketches were made by the writer from the tools and devices employed by the native cigar makers of Porto Rico. Evidently there is a brilliant future for the cigar and tobacco industry on the island. There are a large number of persons engaged in the business, and the tobacco lands are being extended by the plantation owners who are enlarging the fields. A number of Americans are looking into the industry, and during the past few years quite a large amount of foreign capital has been invested in the tobacco growing sections. But we shall refer particularly to some of the facts which came directly to the observation of your correspondent:

I found that the work in the fields and the shops was handicapped by lack of proper equipments. In the processes of cultivation much of the old-fashioned and remarkably crude apparatus is employed. Apparently there ought to be a good request for modern forms of cultivating devices in the island. Harvesting apparatus is as scarce, so far as up-to-date machinery is concerned, and one sees natives employed at the old manual descriptions of machines. One redeeming feature is the low expense of manual labor. The plantation owner can hire any number of men and women at a very low wage rate and figure upon getting good work.

It is the same in the shops where the tobacco is worked; there is a noticeable lack of improved devices to work with. In figure 1 is shown a type of knife of native fashioning which is usually employed for cutting the tobacco leaf on the boards. The blade is rounding and the edge is kept very keen. The knife and handle is ordinarily manufactured in the island by the tobacco-apparatus supply men. The manner of trimming the leaf is shown in figure 2. It is flattened out nicely with the fingers upon a plain smooth board. Sometimes the process of trimming and shaping for rolling is at once effected and the leaf used. Again the leaf is sometimes stretched over the smooth flat surface of the board and the edges pinned, holding the leaf out flat. The leaf is occasionally moistened. In a few days it is fully stretched and smoothed, and is in shape for use.

Some Ways of Delivering Cigars and Cigarettes.

The native cigar and cigarette makers of Porto Rico have some peculiar methods of putting up the finished stock. The cigar boxes and the cigarette cases are used in the usual manner, and in addition, one sees little quills, made of bamboo, utilized for the same purpose as in figure 3. In this sketch we show one end of the quill or tube marked b, the other end d, and the two ends are partly closed over the ends of the cigar, c. When the ends are tightly closed, the cigar is wholly protected.

In figure 4 is an odd kind of bamboo tubing mouthpiece which your correspondent saw. The larger portion, marked e, receives one end of the cigar and holds it, while the

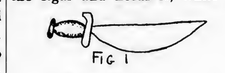


FIG 1

FIG 2

FIG 3

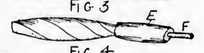


FIG 4

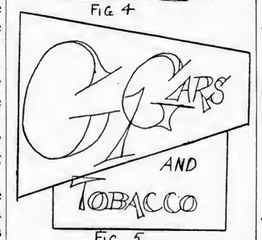


FIG 5

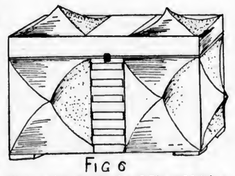


FIG 6
Illustrating Methods of Cigar Making and Selling in Porto Rico.

little tube f is taken into the mouth and the fumes drawn through from the lighted cigar.

An Eye to Advertising.

The tobacco workers of the island have an eye to advertising. In many instances English reading signs are produced, and the language and spelling is often ridiculous. The native sometimes asks a soldier of the army to produce a sign, and the soldier, in a humorous mood, complies, and some very odd combination may be the result of his attempt at sign making. However, the majority of advertising signs of the native tobacco manu-

LEATHER GOODS
Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**
We manufacture a large and exclusive line, and will submit samples and prices when requested.
Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

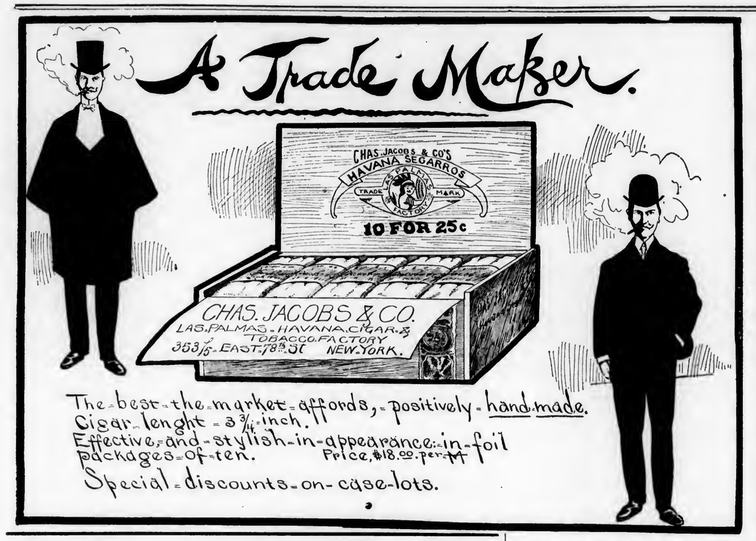
The Plant is Perfect——The Prices are Reasonable.
IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**
The Lancaster Cigar Box Co.
515-17-19-21 Cherry St., **Lancaster, Pa.**
Agents for "Havanarine."

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Tho's R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.



THE WORLD'S
Profitable Inches

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a **Leader**
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

M. D. BOALES,
Leaf Tobacco Broker
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

M. H. Clark & Bro
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.
Leaf Tobacco Brokers,
Clarksville, Tenn.

ALBERT FRIES. HAROLD H. FRIES.
550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

facturers and dealers are properly executed. In figure 5 we illustrate a common form of sign. The wording is usually painted in hair-line letters upon smooth boards or sheet metal. The latter material is a useful article in the island for roofing purposes.

Artistic Cigar and Cigarette Boxes.

We will next call attention to some of the artistic forms of cigar and cigarette boxes used by the Porto Rican manufacturers of tobacco. Your correspondent has traveled in many of the tropical countries in which tobacco is handled, but has never seen so many varieties of cigar boxes in use as may be found in Porto Rico.

Some of the boxes are far more costly than their contents. There are, of course, very many of the inexpensive and ordinary forms of boxes made in the islands and used for the regular lines of products. There are cigar box factories in which only the standard patterns of boxes are turned out. But we refer particularly to the types of fancy hard wood cigar and tobacco boxes which the rich planters and higher classes of natives are pleased to purchase when they desire to present a box of cigars to a notable person or friend. Some of these intricately designed and carved boxes are valued at $10, $20 and $25, according to the size, quality of wood and character of design. Experts are employed in the making of these boxes. The stock is hard, close grain, and of course much thicker than the ordinary lumber used in making boxes so as to give the designer a chance to cut into the sides and top. The designs are sketched on and then the wood carver proceeds to cut out the floral or other description of figure. In Figure 6 is presented one type of the artistic cigar box. EX-SOLDIER.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF CIGARS, CIGARETTES, SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

"Pipe."

O word, expressive of so much!
You indicate the cheery robin
Who finds the ivied porch is such
A pleasant shelter to hob-nob in;
You bring us water at a rated cost,
And when it freezes you're a perfect frost.

You take a moderate draught of wine
Two hogsheads are your legal measure;
Within the Scotchman's grip you pine
And wail, or so it seems, displeasure;
You set the jocund step for reeling gillies
As when young Strephon played to Amyryllis.

My wife abhors you, yet admits
Your presence in the house she graces,
And takes by desultory fits,
To cleaning out your dirty places;
But then she's bound to me for worse or better,
And knows I loved you long before I met her. [Punch.

Confidence in Shade Growing.

Edward Eggert, who owns a bond for a deed of the Eggert farm in Bloomfield and Windsor, Conn., containing fifty-five acres of land with dwelling houses, and all accommodations for growing tobacco, makes this proposition: He proposes to let for a year with option of right to renew the same for five years, said farm, a company to be formed with a capital, say of $40,000, the lease to be at the rate of $2,500 a year. He will assign his bond for the deed to the company, so that if he does not buy the property by February 2, 1903, the company can protect itself by purchasing the farm on the same terms. He will enter into the employ of the company and superintend the growing of shade tobacco for the season of 1902 for all profits of the company over 100 per cent. He figures that his profit would be $5,000, while the company would make $35,000 on its investment of the same amount. Although the estimate seems large, Mr. Eggert feels confident that neither the company nor himself runs any risk in predicting such a profit on a prospective crop.

[The above would show a possibility of a profit of 100 per cent., and yet growers say any reduction of duty on Havana tobacco would be ruin to them.—Ed.]

C. W. Spooner has sold his interest in the cigar firm of Dewey & Spooner South Haven, Mich., to J. G. Dewey.

Tobacco Insurance in Wisconsin.

For the past week State Rate Adjuster Lancaster has been in Janesville, inspecting the different tobacco warehouses, and has notified most the warehousemen and dealers that an advance in their rate of insurance will be made shortly. The reason given is that during the year 1901 tobacco risks showed a loss of 300 per cent. The tobacco dealers claim that this is simply a change in the rate to allow the insurance companies to recover from the immense fires in the east. They are determined to fight any advance in the rates.

PATENTS RELATING TO TOBACCO.

694,625 Cigar-bunching machine; M. M. Gardner, Edgewood, R. I.

694,471 Match box; Kate Halfacre, Tewkesbury, England.

694,591 Cigar-tip cutter; Edwin Walker, Erie, Pa.

694,507 Cigar-mold; George M. Williams, Baltimore, Md., assignor to American Tobacco Company, New York city.

694,508 Cigar mold; George M. Williams, Baltimore, Md., assignor to American Tobacco Company, New York city.

BUSINESS CHANGES, FIRES, Etc.

California—Randsburg—F. A. Molsser, cigars; succeeded by J. L. Jones.

Connecticut—Bristol—A. S. Pons, tobacco; received warranty deed property, South street, and gives R. E. mtge. same property $2,800.

Illinois—Danville—Charles B. Mason, cigars; sold out.

Indiana—Auburn—J. G. Brandon, cigars and tobacco; chattel mtge. $135.

Fort Wayne—Fisher & Anderson, cigar manufacturers, dissolved.

Kentucky—Louisville—C. M. Garth, of Garth & Schroeder, tob; dead.

Michigan—Detroit—Frank J. Tegge, cigars etc.; chattel mtge. $382.

Missouri—Joplin—Schuchat Bros. wholesale and retail cigars; out of business.

Montana—Butte—W. G. Brown, cigars; sold out.

New York—New York city—L. Levy & Son, cigar manufacturers; burned out—D. E. Rose & Co., cigar mfrs; burned out, insured.

Rochester—David Harris, cigar manufacturer; R. E. mtge. $2,000.

Ohio—Dayton—Elias Wimreich, cigar manufacturer; out of business.

Pennsylvania—Easton—Miss M. A. Siegfried, manufacturer and retail cigars; damaged by fire, insured.

New Castle—Daly & Co., cigars; petition in bankruptcy.

Virginia—Richmond—Henry C. Allen, cigars and tobacco; dead.

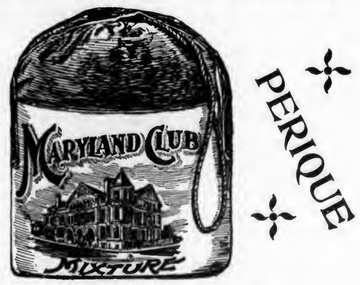
Wisconsin—Milwaukee—Albert Ziese, cigar manufacturer; R. E. mtge. $500.

Oshkosh—F. C. Horn, cigars and tobacco; R. E. mortgage $3,500.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5½ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A. COHN & CO.

Growers of the Finest

FLORIDA

Sumatra and Havana

TOBACCOS

A. COHN & CO.

142 Water Street, NEW YORK.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.'

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere

Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

LIBRARY. RECEIVED MAR 20 1902 U. S. Department of Agriculture

THE

TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 12.

PHILADELPHIA, MARCH 19, 1902

TWO DOLLARS PER ANNUM, Single Copies, Six Cents.

We certainly never had a finer assortment of

HAVANA

TOBACCO

to offer than at the present time.

You will find OUR PRICES are RIGHT, too.

Send for Samples, and you can satisfy yourself that what we claim for Quality and Prices is true.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

F. MIRANDA & CO.,

IMPORTERS,

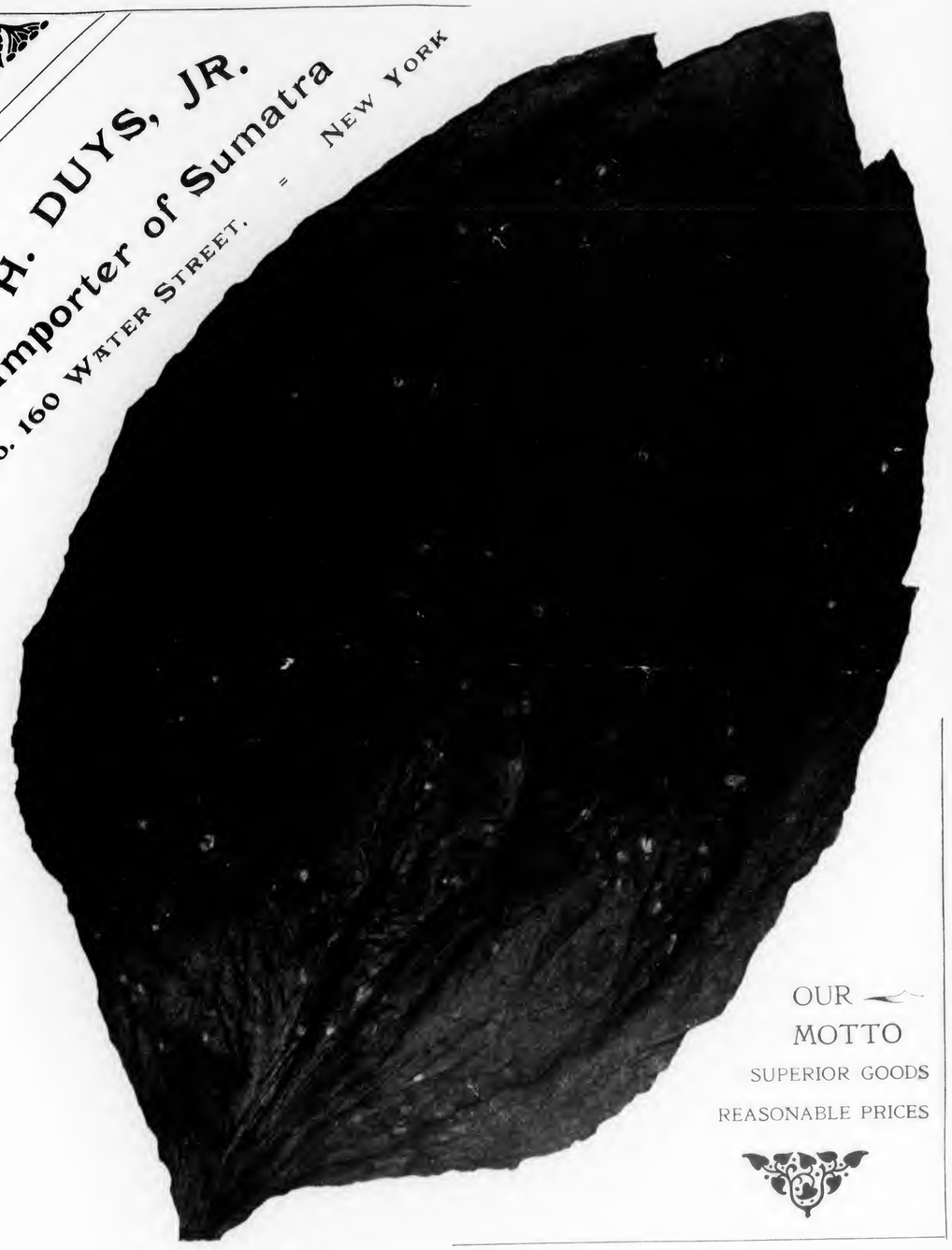
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 169. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET. = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

F. MIRANDA & CO.,

IMPORTERS,

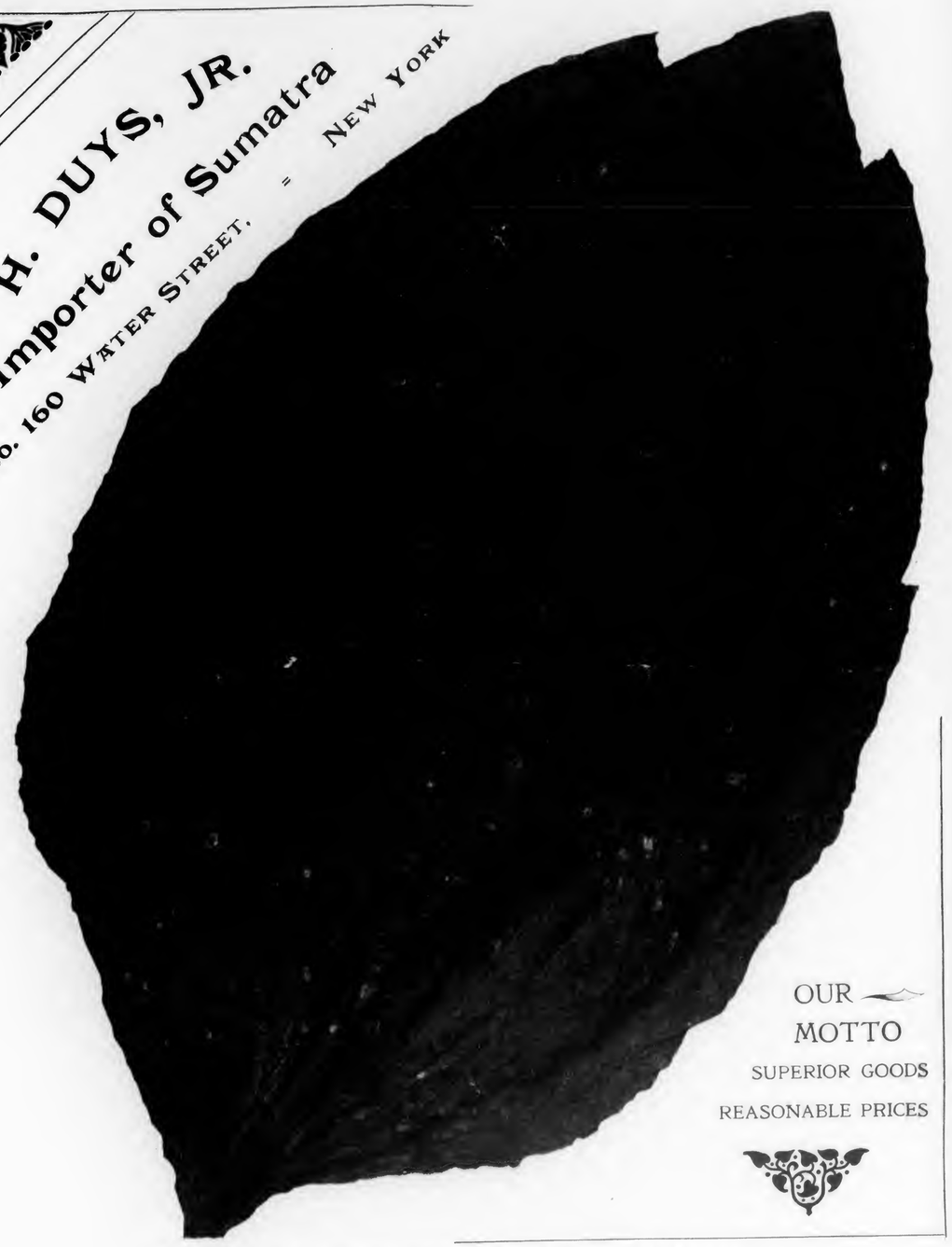
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET. = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XII.—Nature as a Humorist.

By W. H. McALISTER, Secretary of the Continental Tobacco Company.

Nature is the most persistent and successful of practical jokers. Her pleasantries are infinite in number and her invention is exhaustless.

Sometimes she is in a benignant mood, as when she equips a defenceless butterfly with wings so closely like a dead leaf that the insect is enabled to fool its pursuers.

Sometimes she is sardonic, as when she stripes the zebra that he may escape the hunter, and then puts stripes upon the tiger also that his approach through the jungle may not be too easily detected by the zebra.

But in all her pranks Nature is provident. She does nothing without a purpose and she doesn't care one whit, after we have made out that purpose, how much we may laugh at it.

A little jest she once played on an unsuspecting tobacco farmer in Brown county, O., is my theme in this chapter of The Comic History of Tobacco.

It was after the close of the Civil War. Prior to 1861, all the plug tobacco used in the northern factories, which demanded a sweet mild tobacco had come from Virginia or from the Carolinas. But when Virginia and North and South Carolina seceded, and when the operations of the war necessarily put a stop to the exportation to the north of tobacco from those states, northern manufacturers were without the leaf to which they were used and the situation wore a very serious and ominous look.

It was just at this period that nature made up her mind to take care of the "blest tobacco boys" in the threatened north. And she did it in her own facetious way.

One morning in the spring of 1868, a certain tobacco grower of Brown county, O., went into his field to look over his seedlings. He had not been a great while engaged in this task before his eye lighted upon some plants that were sprouting up in a corner by themselves and which had an altogether strange appearance. They had a singularly bright yellow tinge. The Brown county man was no reader of Nature's jest-book. He could not dream that on his farm the gay old dame was getting ready to play a very successful joke. He was just a farmer, intent upon growing as good a crop of tobacco as usual. Concluding in his blind way, therefore, that the yellowish looking seedlings were plants afflicted with some new disease he plucked them out of the ground and cast them aside.

DAME NATURE WILL HAVE HER LITTLE JOKE.

The inspection of his field which he made the next day showed more yellowish young plants and these too he discarded. He followed this plan for three or four days more, during each of which Mother Nature from her perch in the fence corner near by was enjoying a quiet snicker at his expense. At last it dawned upon the farmer, as Nature all along intended that it should dawn upon him, that it might not be a bad idea to let the yellowish plants grow to maturity and see what would become of it. He accordingly did so, and in the fall gathered and cured the crop. The result was the White Burley of commerce, that mild sweet tobacco which every tobacco chewer so passionately loves.

The first hogshead of White Burley ever put up was offered for sale at the Fair in St. Louis, Mo., in the fall of 1870, and was purchased at a very good price by Mr. Dan Catlin of that city.

It made an excellent piece of merchandise; its use spread to the north, and thus through a little practical joke on an Ohio farmer great Nature averted the suffering that would otherwise have come upon northern tobacco lovers through their inability, after the four years of the Civil War, to procure their accustomed mild sweet tobacco from the seceded states.

Since the settlement of the war we all know how widely the use of White Burley has extended, how the business of the tobacco manufacturers of St. Louis has grown, and how a contented world is glad to keep them busy.

But fun-loving Dame Nature, who brought all these things to pass, when are we to have her next tobacco patch joke, I wonder?

Next Week—Chapter XIII:—"A Celebrated Case," by Joseph B. Wertheim, of E. M. Schwarz & Co.

IN THE

Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:

My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____

Contributed by

Name _____ Street, _____

City _____ State _____

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**
S. Grabosky, Proprietor 118 N. 3d St. Phila.

L. G. Haeussermann
Importer, Packer and Dealer in ***Leaf Tobacco***
No. 23 North Third Street
Philadelphia

K. STRAUS & CO.
IMPORTERS OF

122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in **LEAF TOBACCO**

An "Egyptian Arabs" Display.

The accompanying illustration is a picture of a window display of the "Egyptian Arabs" brand of Egyptian cigarettes, manufactured by the Surbrug Co., 132 Reade street New York city, recently made in the Coronado a well known cigar store in San Francisco.

The display was arranged by Harry F. Adams, of the Surbrug Co's. staff, and attracted a world only since 1898 that the company has been making cigarettes. In this branch of its business the company utilizes only the finest grades of Turkish tobaccos and employs only expert labor. Its best known brands of cigarettes are the "Milo" and "Egyptian Arabs." Its brands of smoking tobaccos, Arcadia" and "Golden Sceptre," are known the world over.

of pleased attention. The Surbrug Co. is now completely installed in its new factory in Reade street The establishment is one of the handsomest of its kind in all New York. It is thoroughly well lighted and ventilated, and everything is spick and span new and as sparkling as the teeth of an Egyptian beauty.

The manufacture of Egyptian cigarettes is comparatively a new venture of the Surbrug Co, which as a manufacturer of smoking tobaccos is only a few years short of being a half century old, for it is

SMOKE.

As I watch the pale blue spirals
From my brown Havana curl,
Every whiff is soft and fragrant
As the sweet breath of a girl.

And the blue clouds softly rising
In a moment turn to white,
As the light wind breaks their beauty
And they float into the night.

And my fancies all are brighter,
And my thoughts are sweeter far,
As though both had caught the sparkle
And the scent of my cigar.

Mrs. Muggins—"My husband is very fond of cabbage." Mrs Huggins—"Isn't it funny? My husband made the same remark about your husband when he had smoked one of his cigars."

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL,
B. Liberman, 242 North Third Street, Philadelphia.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

D. PAREIRA & CO.
Importers of Sumatra & Havana and Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St. Philada.

EL ZENO HAVANA CIGAR FACTORY PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

BECKER'S
TABERNERO
Factory. 1215 N. 9th St.
925 Girard Ave.
5c. CIGAR
Made in Philadelphia by American workmen.

HENRY M. WEAVER & SON,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Cigar Manufacturers,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

MATINEE
AND
Three Black Kids
These are not Cheroots, but a very fine Perfecto Shape CIGAR
Manufactured by
CHAS. GROSS & CO.
Phila., Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order **Copper Dies in Blocks**, any name, **30 cents each.**
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to **THE UNIQUE CIGAR MACHINE CO.**, Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.*

Segar Store Suggestions.

EASTER WINDOW DECORATIONS.

Easter comes early this year, and gives an opportunity for the retailer to begin spring business by making a special effort to decorate his windows in keeping with the season. Possibly in the Northern portion of the country March 30 will still see the ground white, or, at least, it will be cold and cheerless. It may be that an appropriate Easter trim would be all the more attractive for that reason. At any rate, whatever the weather and whatever the conditions around you, the occasion should not be permitted to pass without due recognition.

To correctly interpret Easter a trim should represent life at the height of its buoyancy. There is nothing else that can be accepted as the proper interpretation. There is nothing else that will so appeal to purchasers and thereby increase sales. It requires no long argument to support this statement. It is self-evident and may be accepted without reservation. The problem, then, which presents itself, is to so interpret the Easter spirit and reproduce the Easter sentiment that passers will see and appreciate, and be induced or impelled to purchase.

The one thing above all others symbolic of Easter and within reach of everybody is flowers. They should be used in profusion. They can't be too plentifully distributed around your store, and certainly your window should be filled with them. They are easily procurable, if not in one way, in another, and there isn't the slightest reason why the veriest tyro in window dressing shouldn't make up a very successful trim, using flowers and a few inexpensive accessories. The cost of the accessories depends upon the character of the trim, but in any case it will be too small to be considered.

If it is possible to obtain them, a decoration can be made up wholly of palms. If you have a florist in your town undoubtedly he will let you have whatever palms you may require, provided you will display a card giving him credit for them. The expense will be reduced to the removal of them twice in such an instance. If palms are not procurable other varieties of flowers can be used instead, and while the window may not be as striking, there is an individual merit about each flower which would not be lost upon passers. And whatever variety you decide upon you will be sure to please a considerable proportion of those who pass your store, for each flower has its particular friend.

First clear your window and clean it thoroughly. If you care to paint the floor with some neutral color you can, but it will be quite as well to cover it with paper. Cloth is permissible, and if you can procure a rug which appears like fine grass you will add to the realism of the decoration. After you have attended to these details secure your flowers, whatever they are, but for the sake of a definite description it is assumed that they are to be palms. Arrange a row of tall ones around the back of the window in a sort of flattened semi circle. They ought to come about half way up the window and if they are not tall enough you can place them upon boxes or upon a specially constructed shelf. In front of them, ranged alternately, place small ones, and so on down to very small ones, so that when the trim is complete it will appear like a heavy bank of palms. If you want to add some life touches to the scene, you can introduce here and there a few rabbits and attach butterflies to the ends of the leaves. The rabbits can appear to be chasing each other in and out between the pots, or can seem to be scurrying out of sight; perhaps a few in both attitudes. Papier mache rabbits, very lifelike in appearance, can be obtained at any stationery or confectionery store.

The background should be of a color to make the palms stand out clear and distinct. The color can harmonize or contrast with the green of the leaves. A handsome portiere is as good as anything. It is easiest secured and can be hung with least trouble. If you have two, you might leave them partially pushed open so that a glimpse of the store back of the window would show through the opening. It might serve as a sort of introduction to the interior which would influence here and there a buyer.

The top of the window may be treated in different ways. It doesn't matter particularly how, but the more attractive the decoration is the better it will be. Vines are as good as anything, but vines long enough are not always obtainable in small towns, though in the larger towns and cities there would be no trouble. Possibly the children can

(Concluded on p. 27)

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.
HAVANA, SUMATRA, and SEED.
HIGH GRADE **LEAF TOBACCO**
No. 228 Pearl Street,
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25. Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MARCH 19, 1902.

War Tax Bill Defective.

The House bill repealing the war revenue taxes has been found to be so loosely drawn and defective that the Senate Finance Committee may report an entire substitute for the measure. It is not the purpose of the committee to change the intention of the bill to repeal all the war taxes, but only to put it into language that will carry out that intention. The most serious defect is in the tobacco schedule, which in the form passed by the House would not only remove the war tax, but in all probability would also reduce it below the rate which existed before the passage of the House bill.

It provides that the tobacco section of the War Revenue Act, and the amendments to it by the law of March, 1901, shall be repealed, and that in lieu of the tax of 12 cents per pound now imposed by law on manufactured tobacco, snuff, etc., the rates shall be 6 cents a pound. The reduction made by the Act of March, 1901, however, was not accomplished by specific amendment of the tobacco section of the War Revenue Act. A separate paragraph provided merely for a rebate of 20 per cent. on the tobacco stamps sold, which practically reduced the tax from 12 cents to 9.6 cents per pound. As that provision is not repealed by the House bill, which fixes the rate at 6 cents a pound, the tobacco manufacturers would still be entitled to the rebate of 20 per cent., and the tax would therefore be 3.8 cents a pound.

The sub committee in charge of the bill will draw up a substitute for this section of the House bill, and perhaps for the entire measure, as the phraseology of the other sections has been found defective.

The Farm Laborers of Cuba.

Someone said the other day that it was "time Cuba raised more sugar and more tobacco and less hell." As to Cuba's ability to raise tobacco, this will be indefinitely extended if only the Canarios who left the Island just before the acute stages of the late war broke out can all be induced to return. Happily, it is said, they are returning.

The world hears very little of these people, and yet they are said by those who know Cuba best to be beyond doubt the most capable and most industrious farm laborers on earth. They are intelligent; no work is too hard for them; they understand tobacco far better than the coolies of Sumatra or the farm laborers of the United States understand it. They are so frugal that they literally spend nothing at all; so continent that they are always in the best of health, so well behaved that if all mankind were like them there would be no prisons and no armies in the world.

They endure the climate of Cuba better than other strangers, and it is said that they save all their earnings with the sole object of accumulating the little sufficiency that will ensure them ease and comfort in old age in their own modest islands far away.

It was feared for a while that the Canary Islanders, disgusted with the loss of Cuba to Spain, would never again return to the tobacco farms of Cuba, but this fear is now said to have been groundless for very many Canarios are already at work in the tobacco plantations of the Pinar del Rio and others are arriving by each steamer.

Ireland's Cure for the Cigarette Habit.

In the United States, for a number of years past, efforts have been made by earnest and good people to put a stop to the smoking of cigarettes by children. The legislatures of a number of states have passed anti cigarette statutes of varying stringency, some of them exceedingly drastic; associations of women have been active in the same cause; anti-cigarette leagues have been formed in the schools. In short, every method but the right one has been tried, and tried in vain.

But in Ireland the right method is being applied.

In a certain village in the Emerald Isle the village officers have passed a law which permits any man or woman who finds a boy or girl smoking to give the young offender a sound spanking and to seize and destroy any cigarettes found in the possession of the delinquent.

The Unkindest Cut of All.

"We note," says the Hartford (Conn.) "Post," "that Mr. Frye's resignation from the New England Tobacco Growers' Association isn't followed by his resignation from the letter writing habit."

The States from the Cigar Man's Point of View.

XXV.

CONNECTICUT.

Connecticut makes more noise in the world of tobacco than all the other states put together. Not only are its farmers, its packers, and its congressmen constantly concerned with tobacco, but the whole life of the people appears to revolve around the fortunes of its yearly crops. Compared with the product of Pennsylvania or Wisconsin the yearly tobacco crop of Connecticut is a mere handful, and yet one hears vastly more of Connecticut's tobacco than one hears of the tobacco of either of the other two states. It was the farmer politicians of Connecticut who were responsible for the McKinley tariff on tobacco, and now it is the same farmers who, unable to keep Sumatra tobacco out of the United States by an extraordinary duty, are attempting to grow Sumatra of the right texture, the right fineness and the right yield out of their own soil, and it is vastly creditable to them that they have enlisted in that behalf the capital of a number of large New York importers of Havana and Sumatra tobaccos. The outcome is one which will certainly be awaited with interest by every lover of the cigar.

Historically, Connecticut is interesting for two reasons In the first place, it was a citizen of that state, and a woman at that, who made the first cigars manufactured as articles of commerce in the United States. In the second place it was to certain towns in Connecticut, where cigar manufacturing as an industry was already firmly established that very many of the first trained cigarmakers arriving from Bohemia and Germany went upon their arrival in the United States. It was a good thing for Connecticut that these people were of a genial disposition, for they taught the staid natives how to enjoy life, a knowledge which the latter cannot be said to have inherited from their Puritan forebears.

Every once in a while one runs across, in a daily newspaper, a statement to the effect that during the old blue law days in Connecticut heavy penalties were incurred by such citizens as dared to indulge in a pipe or a cigar in public. Those who have investigated this matter have discovered that no such laws ever existed in the statute books of Connecticut, either in Colonial times or since 1776. The truth is that Connecticut has always been kind to tobacco lovers, and a great consumer, as well as a great producer, of the weed.

Notwithstanding the fact that Connecticut is a perfectly competent champion of its own cigar leaf as well as a dangerous enemy to Sumatra, the fact is, that Sumatra wrapped cigars have the call in the retail stores of Hartford, New Haven and its other cities, and it has been observed that even at the annual conventions of the New England Tobacco Growers' Association in Hartford, the members always buy such cigars after their lunch in the restaurants.

There are a number of prosperous cigar factories in Connecticut, and particularly in Hartford and New Haven, and these factories find an outlet for their product not only at home but in New England, New York State and elsewhere.

A Drink After a Smoke.

Among those who had a narrow escape from the Park Avenue Hotel fire was Admiral Joseph N. Miller. Though he was only partially suffocated, he was reported dead.

Gen. Anson G. McCook hastened to the scene of the disaster to learn the correctness of the report. He found the Admiral loafing about the lobby of the hotel, watching the crowd of excited people who had come to get news of their relatives and friends. In response to Gen. McCook's eager inquiries, the Admiral said:

"Oh, I'm all right. I've had a good smoke. Come, it's time to have a drink now."—N. Y. Times.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine, either boys or girls, to go to Trenton, N. J. Steady work; good pay. Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

WANTED—By a well-known New York cigar factory a manufacturer with $10,000 to $15,000. Correspondence confidential. Address P. E. New York office of The Tobacco World, 11 Burling Slip.

FOR SALE.—Fifty Cigar Molds, No. 5021, Londries shape, 5 inches long; some have never been used, and none have been used much; price reasonable. Address Box 133, Care of The Tobacco World, Philadelphia. 3-12.

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers. Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

Pent's TAHOMA Cigar---Pent Bros. & Coleman Co., Mfrs. Philadelphia.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Trascati.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

The Tobacco Trade Directory and Ready Reference for 1902

Price, $1.10 by Mail.

Address The Tobacco World Publishing Co.

224 Arch Street, Philadelphia. *11 Burling Slip, New York.*

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic. Importers and Packers, No. 228 Pearl Street, NEW YORK.

The Invincible Suction Table.

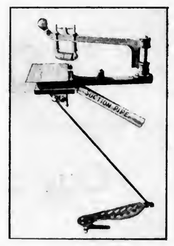
Among the Smallest and Lightest of All Tables.

It is now many years since suction tables for cigar wrapper cutting purposes were first introduced, but since their introduction there have perhaps been more different kinds of tables brought to notice than has been the case with any other apparatus intended as an improvement—labor-saving or otherwise—in cigar manufacturing. The name suction table has become well nigh a password in many of the largest establishments, and in at least a few cases they have been proven the nucleus of the success which was attained by the use of machines.

We have previously reviewed several of these machines, and shall, therefore, now refer to the latest machine on the market, viz "The Invincible," put out by William S. Gleim, Lancaster, Pa. In this connection we deem it quite appropriate to say that Mr. Gleim is the son of a well-known cigar manufacturer of that name who, until a few years ago, had been in the business at Lancaster, and having been associated with his father in the business, Mr. W. S. Gleim may be said to be a practical cigar man, having had an experience which has no doubt stood him in good stead in the perfecting and launching of his new mechanical device.

The writer has been privileged to see a number of different suction tables, but he is frank to admit that "The Invincible" is certainly the lightest and most compact device he has yet seen, and yet he believes that its strength has in no way been endangered. It can be readily seen by the accompanying illustrations that this device can be placed on ordinary cigar makers' benches, such as are now in use, thus enabling the installation of the suction system in a short time and at a comparatively small expense. The manufacturer of the machine claims for it the highest mechanical accuracy possible, and with the least possible weight.

It differs from most machines in the fact that the rolling plate is dropped back while the wrapper is cut, then dropped forward only while the wrapper is being rolled on the bunch.



In cutting the leaf it requires but a light roller pressure upon the sharp steel blade, which is bent in a wrapper shape. In this operation the leaf is laid over the suction plate and is cut by a movement of the swinging arm, thus running the rollers lightly over the cutting blade giving it a knife cut.

The wrapper cutting blade can be removed and sharpened in a few minutes, if necessary, by any operator of ordinary intelligence.

The size of the machine is only 18x11 inches, and the price is also attractively low.

Manufacturers wishing to adopt modern methods are invited to correspond with William S. Gleim, Lancaster, Pa., who will cheerfully give prices and any further information that may be desired.

Death of Mrs. Charles E. Halliwell.

Mrs. Charles E. Halliwell, passed away at her home in the Minnewaska, No. 2 West Eighty-eighth street, New York, Tuesday, March 11.

She was the wife of Mr. Charles E. Halliwell, First Vice-President of the Continental Tobacco Company.

For a number of years Mrs. Halliwell was a resident of St. Louis, Mo., and only within the last three years had she made her home in New York city.

Born in London, England, the daughter of James Ayres Brown, a leading merchant of that place, she came to America when quite young and made her home in St. Louis, Mo. It was there that she married Mr. Halliwell.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL 138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR. CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR. SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

L. J. SCHOENER & CO. IMPORTERS & PACKERS OF LEAF TOBACCO 169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS, IMPORTERS OF Havana, Sumatra AND DEALERS IN Seed Leaf Tobaccos. 177 PEARL STREET. NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

Less than two weeks ago Mrs. Halliwell, accompanied by her husband, had returned from a trip to Cuba.

Arriving here Saturday she was taken with a chill on the following Tuesday night, when pneumonia rapidly developed.

Despite the best of attention and medical science she passed away, surrounded by her family and loved ones. The suddenness of her death will be a great shock to her many friends.

While not a society woman, she loved her own home circle, and the companionship of her friends to whom she endeared herself by many kindnesses of her own generous nature that will cause one and all of them to revere her memory.

Blessed with a happy disposition, a most charming manner, and a heart ever open to those she loved, it is no wonder her loss is so sincerely mourned.

Miss Mabel Halliwell and Mr. Walter Halliwell are left to share the loss with Mr. Halliwell.

Rev. Dr. Mackay, of the Fifth Ave. Collegiate Church, conducted the funeral services on Saturday morning from Mrs. Halliwell's late residence.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Mar. 17, 1902.

A rather dull week was again reported by our local dealers and packers. More tobacco, however, was received last Friday than on the previous week, but buying is now at a sort of a standstill. Sales of old goods made during the past week were of small lots, presumably needed for immediate use.

M. Rosenthal & Co. have purchased the packing of A. B Groff, at New Holland, consisting of about 500 cases.

Tobacco and cigar men will again be in evidence in jury duty at the Spring term of Court. We find them as follows:

Grand Jury, April 21:

John P. Eager, tobacco dealer, Strasburg township.

Geo. N. Allebach, city, cigar manufacturer.

Quarter Sessions, April 21:

John J. Carroll, cigar dealer, Marietta.

F. R. Diffenderfer, tobacco editor of the "New Era."

Common Pleas, April 28:

E. M. Good, tobacco dealer, Manor township.

Common Pleas, May 26:

Jacob Bamberger, tobacco dealer, Warwick.

Henry S. Rutter, tobacco dealer, Leacock.

The large tobacco barn of E. H. Kauffman, on Harrisburg pike just outside of city limits, was burned and totally destroyed with its contents last week. The loss, it is stated, will be not less than $15 000. Mr. Kaufmann had $2,500 insurance on his barn and $1,000 on its contents.

Dr. J. F. Mentzer, trustee for the bankrupt estate of H. B. Bitzer, formerly a cigar manufacturer, has brought suit in equity against M. L. Weidman, a leaf dealer, seeking an accounting of about $10,000 worth of leaf tobacco transferred to him by Bitzer about four months before his adjudgment, as an involuntary bankrupt, which it is alleged was done at a time when Bitzer knew he was insolvent and thus gave Weidman preference over other creditors. It is therefore sought to compel the defendant to retransfer the amount to the bankrupt estate.

Sea-Sick Cigars.

"Since our troops have been in the Philippines my friends among the officers stationed there have at frequent intervals remembered me with boxes of Manila cigars," remarked a member of Uncle Sam's fighting force who was severely wounded at El Caney and is now on the retired list. "I have learned to prefer the tobacco of the far east to the domestic brand and do not see how I could now get along without the fragrant Manilas.

"Recently I received a shipment of cigars," he continued, "but they proved a sad disappointment. In fact, they seemed to me to be entirely worthless. I puffed at one after another, but they simply could not be smoked. In despair I finally consulted a well-known tobacconist. The situation was no problem to him. He promptly told me to lay the cigars aside for a few weeks, after which I would find them all right. He was correct. When I sought an explanation the tobacconist assured me in all seriousness that the cigars had been seasick from the voyage across the Pacific and needed rest.

"I have since learned," added the officer, "that wines and liquors are affected in a similar manner by ocean shipment."

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Sumatra Inscriptions Begin March 21.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Mar. 18, 1902.

The first inscription of the season of 1902 will take place in the Frascati, in Amsterdam, next Friday. The Kijdags, or inspection days, as we say in English, were March 15, 17, 18 and 19. This year, as happens almost every year, the tobaccos to be offered on next Friday were inspected a day or two before the scheduled time, and this year, as sometimes heretofore, advance opinions of the 1901 Sumatra differ One large importer was advised that the new Sumatra is "dry in character;" the cable received by a second was to the effect that the crop was as fine in every way as that of 1900, and that was a very fine crop, indeed.

The bidder makes his written offer for the entire parcel, always through one of the great brokers, or "makelaars." These held in the large building known as the Frascati.

The scene at an inscription is at all times animated; frequently tumultuous, and sometimes very like a riot.

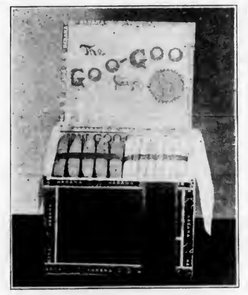
The Americans always set the pace, for the simple reason that they require for their trade only the first lengths and the finer colors.

Tobaccos are put up in parcels each containing a large number of bales in which all lengths, colors and grades from "stueckblatt," the poorest, to the very finest S S L 1's, are found.

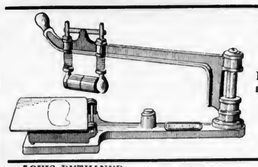
THE FRASCATI ON AN INSPECTION DAY.

Prior to 1890, when the McKinley tariff on imported wrapper leaf went into effect, a great many more American buyers were wont to attend the inscriptions in Holland than has been the fashion since. The heavy duty on Sumatra makes it possible for only the very wealthy houses to buy this tobacco under the conditions which prevail at the inscriptions. These conditions are somewhat singular. The inscription system is a Dutch invention The tobacco plantation companies, or Maatschappijen, as the Dutch call them, copied the system from three brothers in Amsterdam and Rotterdam who had been engaged in the culture of coffee and indigo in Java and Sumatra long before tobacco growing was undertaken in either island. An inscription is an auction sale at which all the bids are in writing, and at which the holder of the merchandise reserves the right to reject any and all bids.

In Amsterdam the inscriptions are brokers are all sworn, and entirely responsible men. The bids are addressed to the company, or "Maatschappij, which owns the tobacco. For days before an inscription there is the most intense excitement. It is reported that for such and such a parcel So and So is prepared to offer so and so many gulden per pound. Thereupon So and So's competitors proceed to raise that offer. The value of each parcel has been previously appraised by a representative of the owner. Very frequently the bids are in excess of the valuation. On inscription day, at an appointed time, when the large hall of the Frascati, now cleared of the tables of samples with which it had been crowded on inspection days, is multitudinous with the would-be buyers, who have come to Holland from America, from Germany, from France, and Austra, and even Spain to buy, a young man appears on a little balcony overlooking the throng and



This is the Cigar
that will help you out
in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM,
Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size, $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers,

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"COUNTRY INN" Our Specialty
Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
☞ Samples to Responsible Houses. ☜

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

announces the name of the successful bidder. Instantly pandemonium breaks loose. The broker who represents the successful bidder hastens to his office in the Frascati and is at once besieged by those who have their hearts fixed upon a certain portion of the lot. Sometimes, in the struggle to get at the broker, coats are torn and hats smashed in Once it happened that blood flowed, two over-anxious rivals punching one another in the nose and on the cheeks. They weren't Americans, either.

The Americans are the most discriminating and the most daring of buyers. Frequently, firms like E. Rosenwald & Bro., A. Cohn & Co , Laverge & Schneider, Rothschild & Bro., L. Schmid & Co., Leonard Friedman & Co., Leopold Loeb & Co., E. Spingarn & Co., Kerbs, Wertheim & Schiffer, G. Falk & Bro , S Rossin & Sons, A. Blumlein & Co., F. & E. Cranz, Sutter Bros., Simon Auerbach & Co., and others buy out an entire parcel, representing a cash investment in one single transaction of from $100,000 to $500,000, and then sell the parcels not desired for their own trade to buyers from other countries. At other times the Americans content themselves with selecting the finer grades out of parcels bought by Dutch houses, or by the Austrian regie, a judicious bidder.

The first inscription of each season is always regarded as crucial, for it is then that the pace is set. Last year the American Cigar Co. bought largely at the first and second inscription, overbidding everybody else The company's buyers are already in the field. This year they have as competitors, not only the importers who buy to sell again, but the big new United Cigar Manufacturers and an interesting time is promised for next Friday.

***

The leaf market in New York for the week ended March 15 was again quiet, but a healthy tone is maintained and shoppers are beginning to show themselves.

The Havana men are cheerful and report a fair demand for old and new goods. One broker is happy because during January and February he was the medium through which over 1,000 bales of old Havana changed hands.

The Sumatra importers have their thoughts fixed upon the events of next Friday.

In domestic goods only a fair amount of business was done.

***

Edwin A. Schroeder, of Schroeder & Arguimbau, has been calling on his trade in Boston.

***

Ernest Ellinger returned last week from a three months stay in Cuba, during which he purchased a large quantity of fine tobaccos for his trade.

At the smoker given by the students at Cornell University on March 14, twelve hundred pipes and as many packages of smoking tobacco were distributed free, gratis and for nothing among the boys.

***

Kaiser Wilhelm II. has started the fashion of presenting snuff boxes to persons high in favor. The other day he gave Admiral Kirkland a snuff box which cost the giver $5,000. It had the Kaiser's picture on it, of course.

***

Joaquin Casio, a well known manufacturer of clear Havana cigars, and proprietor of a prosperous retail cigar store at Maiden Lane and Water street, died suddenly at 1.15 o'clock on March 15, on the premises at 168 Water street. He had long been a sufferer from laryngitis. He was attending to business as usual on Saturday, and was just in front of 168 Water street when he felt the agony of death upon him. He entered, carefully closing the door behind him, and then sank to his knees and expired.

Joaquin Casio was born in Puerto Principe, Cuba, in 1857, and had been a manufacturer of cigars in this city for the past seventeen years. He was unmarried. He is survived by his mother and three sisters, who live in Cuba, and his brother, a resident of this city. His funeral took place on Monday.

***

Through the courtesy of Mr. Gustav A. Schwarz, of 63 Wall street, The Tobacco World is enabled to tell its readers something of the cigarette machine invented and patented by Moritz Stern, Jr., of Schleusenstrasse, Frankfort on the Main, Germany, and which is in successful operation in many factories in Germany, England, Sweden and the Argentine Republic. The machine makes Egyptian and Turkish cigarettes as skillfully as any pair of human hands can make them. Manufacturers here, to whom samples of cigarettes made on this machine have been submitted, agree in saying that they are not to be distinguished in any way from cigarettes made by the most expert hand labor. The Stern machine is about the size of an American typewriter, of very substantial make, and very easy to operate; one turn of the crank suffices for each cigarette. A child can operate the machine. The capacity of each machine is ten cigarettes per minute, or six thousand for each working day of ten hours.

The machine makes cigarettes with wooden mouth pieces or with gold or cork tips.

Mr. Stern is prepared to sell the United States rights in his patent. The rights for Great Britain were sold for $20,000.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

Stephen G. Ruth, the Havana commission merchant, left for Havana, via Tampa on March 14; he expects to be at home again by April 1.

***

John E. Sutter, of Sutter Bros., is taking a brief rest at Palm Beach, Fla.

***

George Berger, of the well known leaf house of John Berger & Son, Cincinnatti, is in Havana.

***

A change has taken place in the plans of John W. Nienhuys. Instead of sailing for his home in Amsterdam on March 25, he goes by the "Maasdam" next Saturday. He will return in the fall.

***

William Ford, a prosperous cigar manufacturer and retailer of Glens' Falls, N. Y., was in town last week. After purchasing a supply of leaf for his factory, he bought an exceedingly handsome set of show cases and other fixtures for his retail store in Glens' Falls, of Wm. Craft, of 48 New Bowery, and a line of fine W D C pipes of William Demuth & Co.

***

Cabinet makers and office furniture men are renovating the offices of A. Cohn & Co. at 142 Water street. The general offices of the firm are now in the rear of the establishment, where there is plenty of light for everybody. The sanctum sanctorum of the firm remains as at present in the cosy apartment between the front and rear portions of the main floor. The firm's salesmen, when they are in town, will have their desks in the room which under the old arrangement of the suite of offices gave access to the reception room, and the entire front of the main floor, heretofore utilized by bookkeepers and accountants, will hereafter be used as sample rooms. The main sample room will be in the basement in the rear, which is always flooded with light.

***

The funeral of the late Henry Rosenwald which took place from the Temple Emanuel, Fifth avenue and Forty-third street, at 9 30 o'clock on March 14 was impressive, not only because of the genuine sorrow of those who will long regret the too early death of this noble gentleman and merchant, but chiefly because of the great number of friends who came to New York from far and near to pay this last melancholy tribute to one whom they had known and loved for many years.

The pall bearers at Mr. Rosenwald's funeral were: Henry Rice, Isaac Wallach, Joseph F. Cullman, M. W. Mendel, Samuel Schaefer, William Graf, J. Gust Zook, Samuel Sachs, E. O. Goodwin, Isaac Bijur, Dr. Alexander Hadden, George W. Lentz, Adolf Frankenthal, Dr. A Gerster, W. Weinheimer, Leopold Cohn, Frank McCoy, B. F Einstein and B. J. Lachman.

***

Laverge & Schnieder have removed their counting room to the front of the establishment at 2 Burling Slip and will utilize the large rear apartment as a sample room.

***

A gratifying success attends the "7 20-4" ten cent cigar manufactured by Roger G. Sullivan, of Manchester, N. H. This cigar is being advertised at present in a very modest, but none the less attractive, way in the daily newspapers of this city, but it is promised that use will be found for bill-boards as soon as conditions shall warrant. The "7-20 4" is guaranteed to be a strictly handmade cigar, and that is precisely the assurance which the cigar-loving public of New York city appears to take most stock in nowadays.

***

President Swanstrom, of the Borough of Brooklyn, has appointed A. Lincoln Bernstein, chief of the office staff of Jos. Hirsch & Son, one of the school commissioners for the district in which he resides. Mr. Bernstein is one of the youngest men ever appointed to such an office in Brooklyn.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE—A large quantity of Borgfeldt Perfecto and Duplex Bunching Machines in first-class condition; reasonable prices. Address PERFECTO, Box 129, care of The Tobacco World. 3-19-2

FOR SALE CHEAP—100,000 cigars, by a manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

WANTED—Position as Foreman in a Cigar Factory. Experienced in making and packing cigars. Address CIGAR FOREMAN, Lock Box 155, Fort Wayne, Ind. 3-19-2

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MACHINE in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

E. E. KAHLER,
328 to 332 Buttonwood Street,
READING, PA.
MANUFACTURER OF FINE
HAVANA & DOMESTIC CIGARS
"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c
SPECIAL BRANDS MADE TO ORDER,

"A Drop of Ink May Set the World to Thinking."

We shall be thrice happy if these jots of ink will get you, Mr. Jobber or Dealer, interested in

CHIEF RABBAN WYOMING ELK **10c.** LADY MAR MEASURE FOR MEASURE **5c.**

PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING
Manufacturers of High Grade
CIGARS
OUR LEADERS:
"La Flor de Admiral Goldsborough" 10c.
"La Resina" 10c.
"Figarella" 5c.
RICHLAND STATION, PA.

THE UNIQUE Creaseless Case Hardened Vertical Top **Cigar Molds**
ARE GUARANTEED TO
OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.
The Sternberg Manufacturing Co.
1702--12 W. Locust St., Davenport. Ia., U. S. A.

Ariel Tenting Cloth
For shade growing of tobacco, vegetables and market produce. Made especially for the purpose in widths of 126, 144 and 200 inches.
ORDERS RECEIVED FOR EARLY SPRING DELIVERY
J. H. LANE & CO. 110 Worth St., New York City
ARIEL MITCHELSON, Tariffville, Conn.
or, **OLDS & WHIPPLE, Hartford, Conn.**

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN,
METAL,
MUSLIN,
GLASSOID,
CELLULOID, ALUMINUM,
ENAMELOID,
OIL CLOTH,
NICKEL, and
CARDBOARD
of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis

Reading, Pa.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Philadelphia Tobacco Pencilings.

The cigar and tobacco dealers of this city have not yet experienced any particular rush in spring orders. Naturally enough they are having time to discuss the new schemes which are soon to be operated in connection with the "Floradora" new three for ten cents cigar, which is to be placed upon this market by the American Cigar Co. Additional advertising cards have been received by the jobbers announcing the list of premiums which will be given for the bands, one of which will be around each three cigars. That is to say the "Floradora" will be put up in a bundle of three cigars with the band around the three. The "Cubanola" cigar, which certainly did have somewhat of a run for a short time, does not seem to be holding its own very well with most dealers. Of course there are exceptional cases. One jobber reported to the writer that with him the demand for "Cubanola" cigars had dropped off very greatly, while another reports that with him the sales have kept up well, and so on. A very ambitious effort is undoubtedly to be made on the "Floradora," and no one can foretell the result.

The Eastern Cigar Box Manufacturers' Association held its annual meeting at Tagg's Maennerchor Hall last week, re-electing all its old officers, and making only one change in its directorate, which was the election of Mr. A. Thalheimer, of Reading, Pa., who succeeds Mr. Schier, of New York. The members were so well pleased with the meeting and the entertainment given them by the entertainment committee, that it was decided to hold a semi-annual meeting, which is to be held in this city and at the same place, in September next.

Lafayette Cigar Co. is the name given to the cigar business heretofore known as the Hotel Lafayette Cigar Stand. W. G. Worthington has removed the business to 1416 Chestnut street, where he will remain until the new building which is to occupy the present site of the Lafayette Hotel shall have been completed, when he is to have the cigar privileges of the building.

H. M. Weaver, of H. M. Weaver & Son, well known jobbers and cigar manufacturers of this city, has been confined to his home for some days, suffering from a rheumatic attack, but is now able to be about again.

Sol. Rosener, the veteran cigar salesman, was in this city last week looking after the interests of the Havana American Co., manufacturers of the "El Principe de Gales." While here he made his headquarters with T. H. Hart & Co., who are the local distributing agents of these goods.

"Billie" Taylor, the popular representative of the Punch factory of Havana, who has just returned from a visit to Cuba, was a recent visitor here. Mr. Taylor accompanied M. J. Dalton, of this city, to Havana, who, as per a letter just received from him, is now in the interior of Cuba, and is enjoying his visit immensely. During Mr. Dalton's absence some elegant work is being done in the distribution of the "La Sistina" clear Havana cigar, the goods having been placed among a number of the leading stores in Atlantic City, by M. J. McDonnell, who is making weekly visits there.

Henry Fauth, the senior member of the firm of Fauth & Ogden, at Third and Market streets, was somewhat painfully injured by an accident upon the icy pavements more than a week ago, and is just beginning to be able to get down town to the store.

Chas. G. Artzt, who has been for some time the local distributer of "La Mia" clear Havana cigar of Y. Pendas & Alvarez, has also taken a line of the "Flor de Ybor," manufactured by V. Martinez Ybor's Sons Co., of New York.

A. C. Valentin, a well-known jobber and dealer at 19th and Ridge avenue, has planned a unique pleasure trip upon which he will start in the near future, and will be accompanied by one of his sons. After leaving Philadelphia, he will visit Charleston, Atlanta and New Orleans, and soon after returning from there to Philadelphia, he will start for a trip to Canada, Niagara, Buffalo, and other interesting points through New York state.

Joseph R. Kevitch has now entered actively upon expanding the sale of J. Davidson's "El Zeno" nickel product. In connection therewith he is also pushing the jobbing business in tobaccos and cigars for Mr. Davidson.

Gerson J. Brown, now of Chicago, where he has the account of T. J. Dunn & Co's. products, arrived in this city last week. He was married Monday at noon to Miss Minna Snellenberg, daughter of Mrs. Joseph J. Snellenberg and niece of Nathan Snellenberg, proprietor of the well-known department store, at the home of the bride's mother, 3341 North Broad street, by Rabbi J. Leonard Levy, of Pittsburg. The parlor in which the ceremony

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

was performed, in the presence of the relatives of the bride and bridegroom, numbering about forty, had been converted into a floral chapel, and during the ceremony the bride and groom stood beneath a canopy formed of roses, smilax and lilies. The bride was attended by her brother, Mr. Joseph H Snellenberg. Miss Mabel I. Snellenberg, a sister, was the maid of honor. There were no bridesmaids. Mr. Gerson L. Heymann acted as best man. A wedding breakfast was served at small tables in the large dining room, which had been beautifully adorned with roses, tulips and smilax. After an extended trip Mr. and Mrs. Brown will reside in Chicago.

Mr. Harry S. Rothschild, of the Waldorf-Astoria Segar Co., was here last week on a flying visit to Thomas Massey & Co., their local distributers.

Ben Straus, with Bustillo Bros. & Diaz, New York, Henry Kraus, of Kraus & Co., Baltimore, Md., N. J. Rice, with R. & W. Jenkinson Co., Pittsburg, Pa., Morris Winter, of M. Perez & Co., New York and Tampa, J. W. Madison, with Trujillo & Co., and Mr. Baum, with Schinasi Bros., cigarette manufacturers, of New York city, were all among this week's visitors to the local trade.

IN THE LEAF CIRCLES.

When interviewed by the Paragrapher yesterday, John R Young, President of the National Cigar Leaf Tobacco Association, expressed himself as pleased with the possibility of avoiding the disadvantages of the present dock weight system of entering leaf tobacco. The difficulty in having the dock weight system corrected by legislation seems to have been surmounted by putting the matter on a basis of percentage of moisture. Special Deputy Collector J. J. Couch, of the New York port, consents to the new idea, regarding it as practical, provided a legal standard can be established as to what can be the normal or merchantable degree of moisture, and further states that if the percentage stated can be determined upon by legislation or otherwise, the question of an allowance for any excess of moisture over the ten per cent. (usual) for purposes of liquidation can be readily ascertained in the same manner as is now practiced in the treatment of wood pulp It would appear that this may open the avenue to some legislative step being taken to remedy the evils ascribed to the dock weight system.

Business among the leaf men here during the past week has been going on in a quiet way with a number of houses, showing possibly more activity than during several weeks previous.

On Monday last Oscar Boehm, of Bremer Bros. & Boehm, reported the sale of 100 cases of Pennsylvania B's.

After an absence of nearly five weeks George W. Newman, of Young & Newman, has returned to the firm's headquarters here.

Hipple Bros. began some time ago the sending out of sample boxes of Havana scrap which they say has proven quite a successful venture, and a good demand has been already created.

Leopold Loeb, of the Loeb-Nunez Havana Co., returned from Cuba on Sunday last.

Mr. Keely, of Dotts & Keely will soon be making his initial trip in the interest of this firm through a part of Pennsylvania.

Simon Shissler, a cigar manufacturer of Lancaster, Pa., brought suit against the Pennsylvania Warehousing and Safe Deposit Co., of this city, for a quantity of tobacco which had been purchased from Walter G. Wilson & Co., prior to Mr Wilson's death. It was admitted, however, that the tobacco had not been delivered nor had it been paid for. The Pennsylvania Warehousing Co., however, were the real holders of the tobacco as collateral. The tobacco was sold at the public sale by the administrator of the estate, and Shissler brought suit for the non delivery of the tobacco. A verdict was granted in favor of the defendant

It is hard to down a good man and keep him down, even though he fall two stories through an elevator shaft, as D. E. Salomon did a few weeks ago in Red Lion. In proof of this he turned up smiling in the sanctum of The Tobacco World yesterday, having improved to such an extent that he is now able to take daily walks, and visited

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

the office of W. Dittenhoeffer & Co. this week for the first time since the accident.

Visitors in the leaf trade during the past week included H. Fisher, with A. Cohn & Co., Oscar Hamberger, with S Auerbach & Co., and Philip Pretzfeld, of Pretzfeld & Co., all of New York city, and C. G. Smith, Harrisburg, Pa.

PHILAD'A LEAF MARKET.

The leaf market of this city may be said to present this week a more animated appearance than for some time past. In fact, there has been a spirited demand for some types of goods, and the volume of business was curtailed only on account of a scarcity of leaf of that particular type Dealers are inclined to believe that buyers will soon realize the true situation, and that as a consequence such other goods as can be substituted will find more ready purchases. Connecticut and Pennsylvania Broadleaf have figured conspicuously in this week's transactions.

The Sumatra market has not changed perceptibly. Transactions have been few and of small proportions.

The Havana market has been steady and prices were firmly maintained.

HOW IT IS IN YORK.

York, Pa., March 17, 1902.

There is still considerable tobacco in the hands of the growers, and purchases are continually reported, a large amount of which is received in the city and either packed or reshipped to packing warehouses elsewhere. R. D. Zeck received on Thursday two carloads of tobacco for Lancaster firms, and will on the coming Friday receive a large quantity for S L. Johns, to be shipped to the Mountville warehouse.

W. C. Jackson, the former senior partner of the firm of Jackson & Leber, has withdrawn from the firm since February, and will in the future buy and ship cigars exclusively. Mr. Leber continues to manufacture cigars at the place lately occupied by the firm near Yorkana.

We previously reported the early erection of a large warehouse by J. H. Stiles, the leaf dealer. It is supposed that work will be commenced in April on this warehouse, which will include ample room for storage purposes, and will be equipped with all modern facilities for handling tobacco. According to plans already prepared, the estimated cost will be about $20,000.

Samuel R. Kocher, from Wrightsville, was a visitor to the city and trade during the week.

Following the removal of the Fulweiler cigar factory from Marietta to York is the transferring of a number of the workmen to York. To accommodate these new arrivals houses are being built and pushed to completion in the vicinity of the factory.

Jacob Doll, from Saginaw, visited York during the week and announced that his business at present is "ordinary" with "no kick coming."

Gus Neuwahl is circulating among the manufacturers for whom he sells cigars. He is a broker, and is located in Altoona, Pa.

The Meads Haller-Snader tobacco controversy, well-known to tobacco men, is again under consideration in the court since Monday last, occasioning the presence in the city of a number of manufacturers from the "lower end" and dealers from Lancaster. From latest developments it seems that great efforts are being made to prove fraud in the judgment given by N. G. Meads to his wife, amounting to $1.800. Messrs. Haller and Snader, having some time ago received judgment against Meads, issued an execution and attempted to sell his real estate. Mrs. Meads now claims priority by reason of a previous judgment for money of her own, purporting to have been derived from the estate of her former husband and earned by working, and given to Meads. At the trial it appeared that the notes given by Meads while seemingly a number of years old were apparently fresh looking as to the writing. Great interest is manifested in this case, owing to the length of time it has occupied in the courts, and future developments will be closely watched.

H. W. Nehr, has opened a cigar factory at Earlville, Ill.

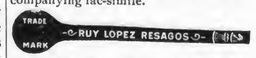
Harry Cannon has purchased the cigar store of F. W. Ellerhoff, at Fullerton, Neb.

Muns & Callahan have succeeded Conklin Bros. in the cigar business at 933 E. Main street, Jackson, Mich.

Office of Ruy Lopez CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

We Hereby Give Notice that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



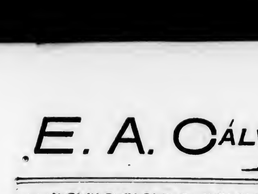
And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

E. A. Cálves & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

A. COHN & CO.
Growers of the Finest
FLORIDA
Sumatra and Havana
TOBACCOS
A. COHN & CO.
142 Water Street, NEW YORK.



F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

J. E. SHERTS & CO.

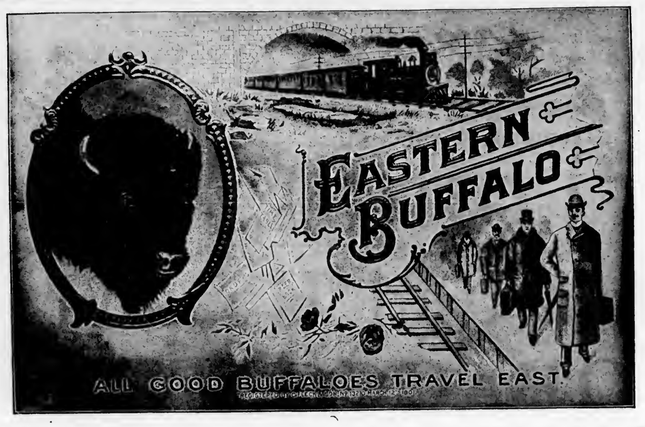
Manufacturers of
High-Grade Seed & Havana
CIGARS
LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.

We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.



IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.

DO YOU WANT TO MEET COMPETITION?

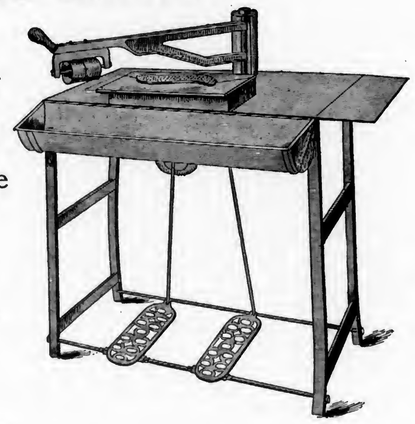
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars.

Free Instruction to Purchasers.

Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

G.A.Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

The Successful Material.

Professor Milton Whitney, Chief of the Bureau of Soils, Department of Agriculture, writes as follows concerning Ariel Tenting Cloth, which is made by J. H. Lane & Co., New York.

"Our experience has been that shade cloth for tobacco culture must be of sufficient strength to withstand the severest storms of the season during which it is to be used. The GB cloth used last year protected the plant from the cyclone in Connecticut and the only cloth that required replacing was the lighter weight.

"In one case we used cheese cloth, which proved practically useless, as it did not withstand the wind. The GB cloth proved of the proper weight and strength, and with the improvements suggested by Mr. Floyd and embodied in Ariel Tenting Cloth it would seem to have the qualities to insure the fullest safety from damage by wind or hail. Moreover, it seems quite probable that it will be safe for use in two consecutive seasons.

MILTON WHITNEY."

THE TRADE IN READING.

READING, PA., March 15, 1902

Some of the Reading cigar manufacturers report that the spring trade thus far has been very quiet and that there is not much doing A number of factories are running with short working forces and attribute the stagnation to the agitation for a reduction of the duties on Havana tobacco brought into this country. Drummers representing leaf houses state that the manufacturers refuse to buy or carry any Havana, as they believe the duties will be cut by the present Congress.

Brintzenhoff & Fry, proprietors of the Penn Cigar Company, for several years located at 838 Chestnut street, have moved their plant to 723 Chestnut street. Here they occupy a three-story brick building and are now in a better position to cater to their increasing trade Their leading brands are the "Wyoming Elk," "Lady Mar" and "Chief Rabban" cigars. Their new office has been handsomely furnished and their plant equipped with all that is necessary to make up a first class factory.

A busy industry is D. S. Erb & Co., of Boyertown, who operate one of the largest factories in Berks county. Their product is shipped to all parts of the country. E. Newton Erb left on an extended business trip to Boston and other points in the New England States in the interests of the firm.

William Dotts, of Dotts Bros., Phila. leaf tobacco dealers, was here on a brief business trip.

Edwin L. Chelius, filed a bond in $500 with Internal Revenue Collector Frederick W. Cranston, for a new cigar factory to be opened at 944 North 10th street. Mr. Chelius has had many years experience in the business and will place a number of new and popular brands on the market about April 1st.

Internal Revenue Collector Cranston paid a visit to Allentown, where he adjusted the claim made by the cigar firm of Reinack, Thorsch & Co., for a rebate on their flood damages. The firm claims that from $12,000 to $15,000 worth of stamped cigars and leaf tobacco were ruined.

James W. Yocum, of the firm of Yocum Bros , cigar manufacturers who operate the largest plant in Reading, has recovered from a long siege of illness.

A warrant was issued against Charles Adams and Fred Portz, professional burglars, claiming Philadelphia as their home, to answer the charge of robbing the cigar factory of T. P. Anspach, at Womelsdorf. Alderman Yarnell issued the warrants and Constable Feger served them. Mr. Anspach charged them with burglarizing his factory on the night of January 7th last, taking over $75 worth of cigars and some cash. About twenty other warrants were served on the accused for other crimes, and they were committed to jail.

One of the most popular cigar stands in the city is that located at Krick's cafe, 611 Penn street, where upwards of 150 different brands are kept. Besides these a full line of Turkish cigarettes, smoking tobacco, and other smoker's goods are in stock. The manager of this department is Al. Savage, one of the most popular cigar salesmen in Reading, who for years was in charge of the Hotel Penn stand, and who had charge of W. Storm Miller's ci-

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,

MANUFACTURER OF

HIGH GRADE NICKEL

Seed and Havana Cigars

The "EARL OF BATH"

Is one of our leaders. It's new and good.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory

M. E. PLYMIRE, Proprietor,

Loganville, Pa.

Choice 5 and 10-Cent CIGARS

Common Cigars furnished, if desired.

NOW IS A GOOD TIME

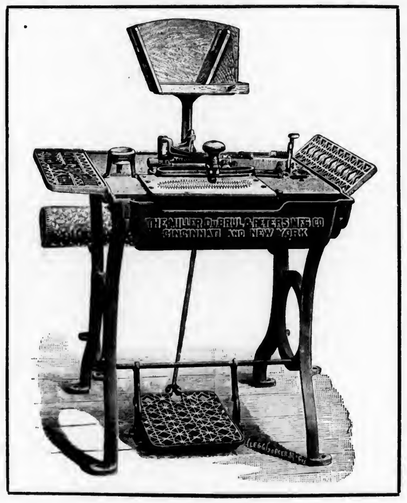
There is no time like now.

The past is gone and cannot be recalled.

To-morrow never comes and the people who put things off waiting for to-morrow are the unsuccessful in business and in everything else.

Now is the very best time in the world for you to consider seriously and favorably the question of installing the DuBrul Dieless Suction Table.

Every day you put this off is a day when you did not make as much money as you might.



You are in business to make money and anything which will help you make money naturally possesses the keenest possible interest for you.

We are not guessing about the DuBrul Dieless Table.

We commenced to make Suction Tables about five years ago and while we have always made what has been considered the best table on the market, it was far from satisfying us.

The new table, the DuBrul Dieless Suction Table, does satisfy us and that is about the highest praise that we can bestow upon it.

We were never contented with the dies and rollers of the table of other constructions. We knew that they were in the way, hard to keep in order, expensive, and that they did not do really satisfactory work. The work they did was good, comparatively speaking, but the dies were constantly getting dull—that could not be prevented—and the resulting white streak on the edge of the wrapper certainly made a bad looking job, so bad that a clear Havana can't be well made with dies.

We were bound to get rid of all this and we have.

The Dieless Table, while more simple in construction than any other suction table, has no dies or rollers and cuts the wrapper with a circular knife, which can very easily be kept sharp, so sharp as to give the best sort of an edge to the wrapper, and never tear a wrapper in the cutting.

Think of every possible objection to the Suction Table and take our word for the fact that these objections have all been removed.

We not only have a perfect table from every point of view, but we have one which, by reason of its simplicity and ease with which it may be manipulated, is gladly welcomed by the operator instead of being frowned upon. This is a good point in holding your labor.

It enables operators with very little experience to do better work than skilled operators can do, hampered by a table with such makeshift mechanism as dies and rollers.

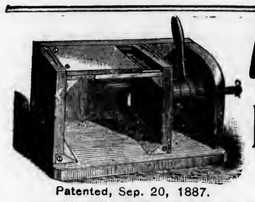
All these things are set forth and explained in detail in a little book which we have just issued and this book is yours for the asking.

Ask for Booklet W. S.

It seems to us that every cigar manufacturer ought to be interested enough in a proposition of this kind to find out all about it, and if he persists in a Die Table proposition we can show him the best of that kind to be seen at our offices side by side with the Dieless Table.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

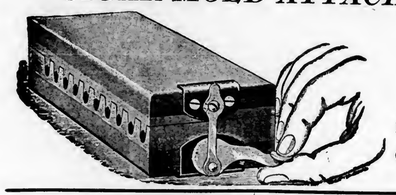

Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

gar store. Mr. Savage is known by nearly every tobacco salesman on the road, and many of them drop in to see him when they visit this city.

Thomas J. Gift, has taken possession of his new cigar store and pool room at the southwest corner of 9th and Walnut streets, which is elegantly fitted out and is complete in all its appointments. He was formerly located at 718 Penn street.

Harvey J. Hetrick reports business brisk and secured a number of orders on a recent trip throughout Berks and Lehigh counties.

Charles J. Amrhein, cigar manufacturer, has placed a new style of his "Defender" cigar on the market which is meeting with success. He intends placing several new brands on the market in a short time. Mr. Amrhein's son Charles returned last week from three years active service at Manila. He is a cigar maker, and will assist his father.

POMPEY.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Havana" and "Morro Castle."

CIGARS	cases
Acker, Merrall & Condit, New York	27
B. Wasserman, New York	24
Park & Tilford, New York	21
G. S. Nicholas, New York	18
M. Blaskower & Co., San Francisco	10
G. W. Faber, New York	9
Esberg-Gunst Co., Portland, Ore.	6
M. A. Gunst & Co, San Francisco	4
Waldorf-Astoria Segar Co., New York	3
Faxon, Williams & Faxon, Buffalo	3
H. Straus, Cincinnati	3
Grommes & Ulrich, Chicago	3
W. A. Stickney Cigar Co., St. Louis	2
Jos. R. Peebles' Sons Co., Cincinnati	1
F. R. Rice Merc. Co., St. Louis	1
C. B. Perkins & Co., Boston	1
Wood, Pollard & Co., Boston	1
British Embassy, Washington. D. C.	1
Order "R"	1
Total	139
Previously imported	1,250
Imported since Jan. 1, 1902,	1,389

LEAF TOBACCO	bales
American Cigar Co., New York	592
Calixto Lopez & Co., New York	363
F. Miranda & Co., New York	288
E. Rosenwald & Bro., New York	200
Sartorious & Co., New York	138
Lichtenstein Bros., New York	134
Hemmeter Cigar Co., Detroit	115
Jose Gestel, New York	82
G. Salomon & Bro., New York	73
Palmer & Co., New York	66
I. Bijur & Son, New York	63
S. Ashner, New York	60
Loeb-Nunez Havana Co., Phila.,	54
M. E. Flaherty & Co., New York	50
J. Leopold & Son, New York	50
J. Vetterlein & Co., Philadelphia	31
E. Hoffman & Son, New York	29
Hinsdale Smith & Co., New York	25
S. Ruppin, New York	20
Hinsdale Smith & Co., Chicago	20
S. G. Brown, New York	19
W. R. Beitz & Co., Milwaukee	16
H. N. Anderson, New York	12
A. Steffens, Indianapolis	12
A. Cohn & Co., New York	10
S. Rossin & Sons, New York	10
Steindler Bros., New York	10
Order "N"	9
Egerton & Joel, Boston	8
J. Bernheim & Son, New York	6
Rothschild & Bro., New York	6
Simon Batt & Co., New York	4
Rothschild, Sons & Co., Chicago	3
Total	2,578
Previously reported	22,645
Imported since Jan. 1, 1902,	25,223

Western Tobacco Reports.

MIAMISBURG, OHIO.

There is still no abatement in the buying of new Zimmer, though packers claim they are only buying sufficient quantities to keep their warehouse forces employed, and expect to conclude their purchases later at lower prices. The ruling price paid during the past week was 10c through, and instances are in evidence where only 9c was offered, but rarely accepted. Seedleaf is beginning to be looked after more than in the past, many crops being sold during the past week at 6c to 7c through, with occasional offers of 7½c and 8c reported by farmers.

H. Tietig & Bros. broke ground yesterday for the foundations of their new brick warehouse on Third street.

Miles Blossom will begin to table size the new crop at his warehouse on First street, March 17th.–News.

EDGERTON, WIS.

There is a moderate movement going on in last season's tobacco in nearly all the growing sections, though scarcely enough to develop

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 — ESTABLISHED 1871 — 75,000 PER DAY

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor — No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.

Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

much activity among the dealers. The bulk of the orders are for the medium quality goods for which much lower prices are paid than prevailed during most of the buying season. As long as growers consent to accept going figures there is a chance for the immediate lifting of quite a portion of the crop, remaining in first hands. Dealers are not very enthusiastic over the bargains they are securing, even at the present quotations.

Spring weather is upon us and growers who have not yet sold or arranged for the handling of the crop must do so soon. Quite a large number of farmers, however, have their assorting well along.

The market in cured leaf is rather quiet. Aside from the usual movement of small lots to manufacturers, the only transaction coming to notice is the sale of the packing of Pelton & Klauber, at Madison, of about 1,000 cases to the American Cigar Co.

Shipments, 385cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market on breaks remains quiet, with but little disposition by sellers to offer only limited quantity of the common and soft condition tobacco. These do not attract any attention from buyers. Fine opportunity for stemmers to buy cheaper than country purchases. The loose market continues active with large receipts. Bulk of the crop will be delivered this month. Hogshead receipts large and when breaks open free I look for large sales and active market. The quality of leaf is so much better than for several years prices should be better in proportion. Lug percentage is smaller than for many years.

Receipts for the week, 540 hhds; year, 2,500. Sales for the week, 31; year, 182, offerings, 42, rejections, 37.

I quote only quality offered.

Lugs—Low, 3¾ to 4c; Com., 4 to 4½c; Med., 4½ to 5c; Good, 5¼ to 6c.
Leaf—Low, 5½ to 6c; Com., 6 to 7c; Med., 7 to 8c.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of new tobacco this week were 731 hhds.; offerings on the breaks 75 hhds.; public and private sales 90 hhds.

The quality still runs low in grade upon the breaks, the better sorts being sold privately. The market was stronger upon all sorts except nondescripts. As the regular orders are entering the market our warehousemen will offer more freely as they have full stocks now in store.

Receipts of loose tobacco have been very heavy this week at the factories.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00

Easter Window Decorations
(Concluded from p. 9)

get you something in the woods, the trailing evergreen or even boughs of pine or other needle bearing trees. The green is rich and the lasting qualities are commendable for such purposes. The top decoration can be completed by the introduction of a cage or two of birds. These bits of life are always desirable additions and should be included, if possible.

The decorations being completed, it remains to put in the goods. Here there will be opportunity for varying opinions regarding proper arrangement Really it doesn't matter particularly. There isn't the slightest reason to doubt that a large number of people will look at the window, regardless of the goods displayed. The arrangement of flowers will compel examination, and if a few boxes of cigars, some cigarettes in neat packages, a few pipes scattered here and there and perhaps a small quantity of rich-looking tobacco jars, are placed here and there in assorted groups the effect will be all that could be desired.

Pyramids might be made of the cigar boxes, but the probability is that they would hide the flowers behind, which you do not care to do. And ugly looking goods must be rigidly excluded. It is not the place for them, and under no circumstances should they be included in such a window.

The question of price tickets will come up, but perhaps for once it will be wisest to leave them off. It isn't easy to decide about these things without knowing definitely what the practice of the store has been. A neat price ticket is not displeasing, even when included in the most artistic trim. They should be used with discretion, however, and never should be staring or large enough to appear out of place.

This window may stay in longer than most of them, and if the day before and for a day or two after you can introduce an Easter lily or two in bloom you will add to the display without serious difficulty.

If the spring-time spirit can be illustrated in this way there is no reason why these windows should not be put in often. But at Easter a flower window is particularly appropriate, and there should be a strong effort made to make it as rich and strong as possible.

Little Lives of the Great.

EDUARDO H. GATO.

Is Grand Past Master of the art of making fine cigars. Makes 'em so good that other manufacturers smoke them, just to find out what Mr. Gato is at.

Has been nearly thirty six years a cigar manufacturer and at 54 years of age is one of the wealthiest manufacturers in the world.

And he never gave anything but honest value to his patrons at that.

There's a Record.

MYER FOSTER.

The other morning the telephone bell in the office of M Foster & Co., at 1059 61 Third avenue, New York rang a peremptory ring. Office manager George Skelly hurried to the insistent instrument and put the receiver to his ear This is the conversation that ensued:

"Is Mr. Foster in?"

"No But he'll be in soon. Have you any message for him?"

"Yes, tell him to ring up 1644 Broad. Mr Fish wants to speak to him."

"All right," said Mr Skelly.

When Mr Foster came in a few moments later he hurried to the phone and rang up 1644 Broad.

"Is Mr. Fish in?" he asked as soon as he had assured himself that he had the right number at the other end of the wire.

"Ah gwan," said a gruff voice in response to Mr Foster's request for Mr Fish "Somebody's been stringin' you This is the Aquarium."

And that is the only time in his life that M. F was ever fooled.

CHARLES L. FEINBERG.

The most progressive citizen of whom Brooklyn N Y., can boast. And he's a cigar manufacturer and of Williamsburg at that and to old-school Brooklynites Williamsburg is still a strange and unknown land.

There are many thousands of smokers in Brooklyn proper which is all that portion of the big transpontine city lying South of DeKalb avenue who nevertheless smoke Mr. Feinberg's "Natural Aroma" brand of nickel cigars. That is, first, because the brand is so well and so attractively advertised, and secondly because it is such a good cigar. A traveling man, the other day, called it the "Cinco" of Greater New York.

And only a few years ago Mr. Feinberg was just a mere beginner.

Never say there are no longer any prizes in the cigar manufacturing world.

The Great Ameliorator.

Marvin—Poor Job was sorely tried, but he came out of the ordeal most gloriously.

Nykott—Yes; I suspect he was a great smoker. Nothing but tobacco could have reconciled him to his misfortunes.—Boston Transcript.

The Ohio Legislature has indefinitely postponed the bill prohibiting the use of paris green or other poison on growing tobacco.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

J. M. McGUIGAN
5 CENT BRANDS: Light Horse Harry, La Catalencia, Cassandra, Indian Pride
MANUFACTURER OF ALL KINDS OF CIGARS AND WHOLESALE DEALER IN Leaf Tobacco
RED LION, YORK CO. PA.

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md.
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings.**
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

A GOOD PLACE TO STAY.

For a number of years it has been a current saying in Philadelphia, that if you desire a position with the only tobacco manufacturers in the city, Frishmuth Bro. & Co., there must be a death among the male hands, or some of the girls must marry a man who objects to her working any longer in the fac tory, for in no other way do vacancies occur. During the last two years Frishmuth Bro & Co. have lost by death two hands, one of whom had been in their employ a little over 52 years, the other was a later day saint, had been there about 27 years. They have in their employ to day over twenty persons who have been with them over or near a quarter of a century. One has but to visit this factory to know the reason why no person employed by them ever desires to leave—their factory is well lighted, well ventilated, kept as tidy and neat as a good housekeeper would keep her home and the highest of wages is always paid; besides they have within themselves an organization known as the "Frishmuth Beneficial Association," of which the head of the firm, John C. W. Frishmuth, is president. Through this organization any employe of the firm draws when sick $5.00 per week, and in case of death $.00. During sickness committees call upon them and see that they are properly cared for and are provided with necessary comforts; in fact every employe of Frishmuth Bro. & Co. counts him or herself a member of their family. When we know these facts, is it any wonder that Frishmuth Bro. & Co. have been in the same business, in the same place, for 92 years?

Trade-Mark Register.

Notice.

Manufacturers of cigars, cigarettes, smoking and chewing tobacco, are advised that The Tobacco World has always on hand a large number of names and words suitable for brands for cigars, cigarettes, chewing or smoking tobacco, and which are at all times at the disposal of those who wish to register their brands in the Registration Bureau of The Tobacco World. No extra charge is made for this service, only our regular price of $1.00 for registering, or 25 cents for searching in case a title is found to have been already registered.

The Happiest Man on the Road. 13,615.
For cigars. Registered March 10, 1902, at 9 a. m., by D. Pareira & Co., Philadelphia.

Arcadian Club. 13,616.
For cigars and cheroots. Registered March 10, 1902, at 9 a. m., by the Keystone Cheroot Co., Ltd., Hanover, Pa.

The Hitchman. 13,617.
For cigars, cheroots and stogies. Registered March 10, 1902, at 9 a. m., by Russell P. Bowman, Reading, Pa.

Special Order. 13,618.
For cigars, cheroots and stogies. Registered March 10, 1902, at 9 a. m., by B. L. Speck, Pittsburg, Pa.

Colto. 13,619.
For cigars. Registered March 12, 1902, at 9 a. m., by John H. Magee, Philadelphia.

San Lorenzo. 13,620.
For cigars. Registered March 13, 1902, at 9 a. m., by S. F. Snell, Dowagiac, Mich.

Bijoux. 13,621.
For cigars. Registered March 13, 1902, at 9 a. m., by Blachman & Nagle, Reading, Pa.

Graystone. 13 622.
For cigars. Registered March 13, 1902, at 9 a. m., by F. W. Taylor, Philadelphia.

La Sophina. 13 623.
For cigars. Registered March 14, 1902, at 2 p. m , by Sharlip Bros., Philadelphia.

Oregona 13 624.
For cigars. Registered March 14, 1902, at 3 p. m., by A. W. Mentzer & Sons, Ephrata, Pa.

REJECTIONS.

"La Mina," "La Mino," "Elko," "Lord Nelson," "Reno," "Weno," "Willow," "Jasper," "Jasmine," "A Smoke," "Bob White," "Triumph," "Advice."

TRANSFER.

The title "Red Dott" which was registered February 24, 1902, by Russell P. Bowman & Co., Reading, Pa , was transferred to Warren Marx, Reading, Pa., March 14, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in ureaux other than that of The Tobacco World.

The Tobacco World publishes weekly a complete list of registrations recorded, and including a report from the U. S. Patent Office at Washington.

Full information regarding any of the following titles can be secured from The Tobacco World by sending 25 cents for each one desired. (Stamps accepted).

Emperor William, Emperor of Germany, Miners Bestyette, Foster, Mon Droit, Long Nickel, Tabard Inn, Lady Resolute, Royal Cadet, El Rancho Grande, La Ninfa, Pa Popita, Great Push, John J. Farrell, Red Buoy, Spencer Kelly, Claude Thardo, Al. Phillips, Hands Up, Jemshid, Winner of 1899, Fiester, Danzarian, Purple Beauty, Cugar Club, Able, Morganola, Corlear, Pack-Saddle, Burlap Ribbon, Ira J., Canvas Ribbon, Ramon's Habana Smokers, Shreded, National Protective Legion (N. P. L.), Indian Belle, Red Riding Hood, Kashong, Don Florisando, Red Lady, Yale–No, Improved Smoker, Imperial Smoker, Havana Cubs, Number 266, Number 271, Lillern, Momin, Prestorico, Bank Accounts, Chicago Art League, Honomela, La Gusto Vida, Capt. Gaetano Casati, Porto Rico Harbor, El Sabedor, Treasure State, Sagacidad, La Saltarina, La Frutilla, Sweet Cut, Sweet Thread, Sweet Standard, Sweet Cured, Tim Murphy, William H. Moody, Mop Stick, Much Smoke, Havana Jack, Havana Joe, Casey, Preferred Meal, Absent Brother, Sidelights, A Lie, Greater Paterson, U. S. A. Unsurpassed Smokers Article, A Slip, La Flor de Tyrol, Bayora, Steelette, Walter Russell, Anetta, Wessie No. 1, Transportation Club, La Rosa De Juncos, Uncle John.

The Harry Weissinger Tobacco Company, of Louisville, Ky., has declared a semi-annual dividend of 30 per cent., payable out of net earnings for the last six months of 1901, making a total dividend payment for the year 1901 out of earnings for that year of 60 per cent. This company paid a 50 per cent. dividend out of net earnings in 1900, also a 50 per cent. dividend out of net earnings in 1899, making a total of 160 per cent. paid in dividends the past three years, beside adding each year liberally to surplus account. The dividend record of the company indicates a most remarkable example of successful and profitable tobacco manufacturing.

TRADE will Follow
the introduction of the

HIGH GRADE SEED & HAVANA CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

The Horwitz Cigar Co.
224--6 W. Camden St.
Baltimore, Md.
Manufacturers of these Leading All-Tobacco LITTLE CIGARS:
STAPLE
15 Cent Package
JIMP
5 Cent Package
Ten in each box.
Noted for Excellence.
Are Mild and Sweet.
Sold to the **Wholesale and Jobbing Trade only.**
SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods.
Correspondence invited.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

It is quite evident that prices are improving, and fully as evident that they are yet far too low. No one is foolish enough to believe that when the packers started out to buy the 1901 crop of tobacco but what they knew the condition of the leaf market, as well as the largely increased output of cigars; that the market was practically bare of stock and when they rushed around bargaining for good crops at from 18 to 28 cents they knew just what they were doing. The Wisconsin crop was extremely short, and prices for the 1900 crop had advanced from 3 to 5 cents a pound; there was every reason to go ahead and secure all they could. Then came the pole sweat, and then they commenced the work of giving the whole crop a black eye, and they showed to the growers plainly enough that they had no idea of dealing honestly or preserving their reputation for honest, upright dealing. Consequent upon their course a large portion of the growers sold at what they could get, so the loss to the Connecticut Valley is probably in excess of a million of dollars. Soon the force-sweated leaf will be in large quantities on the market. Some lots have been sold at enormous prices, from 60 to 75 cents.

Our correspondents write:

East Granby, Ct.: "The work of preparing for shade-growing tobacco is now the order of the day. The prospect is that from two hundred to two hundred and fifty acres will be under cloth, if present plans are carried out. A great quantity of the needful timber is either on hand or in process of delivery. About the usual amount of acreage will be set aside from the shaded."

Northampton: "A few sales continue to occur. Albert Hurlburt sold 6 acres in the bundle at 14½c to a Westfield packer. Allen & Abbot, 13c. A. S. Warner 13½c in the bundle to Meyers & Mendelsohn."

Whately: "Bela K. Crafts has sold his 4 acres at p. t. This was said to be a fine crop. There isn't much left unsold, as the bulk of it has been assorted."

Suffield, Ct.: "W. S. Pinney, of this town, is making preparation for putting up cloth shade for about 50 acres of tobacco this year. He is of the firm of Olds, Whipple & Pinney. He has received one carload of nails and expects two more. He received 100,000 yards of cloth as partly enough to cover the frame. He expects to use about 30 carloads of timber or lumber, besides quantities of other material for the growing of the coming crop of shaded tobacco."—American Cultivator.

BALDWINSVILLE, N. Y.

There begins to be more of a stir in the market as the result of the improvement in the condition of the roads. S. D Green, representing J. Bunzl & Son, is still here and has been riding nearly every day for the past week. A. Heinke is reported to have been buying. Dembo & Haskins, of Syracuse, are in the field for the new crop, and are reported to have bought a number of crops in the bundle. The prices now prevailing range from 4 to 7 cents in the bundle. J. T. Skinner has recently purchased the following crops at from 7 to 9c assorted: Geo. B Wormouth, 1½ acres; Suttle & Adsit, 3½ acres; D. A Gates, 4 acres; E. P. Gates, 1½ acres; M. Barrus, 9cs old Spanish, p. t.; J. Abbot, 6cs old Spanish, p. t.—Gazette.

BUSINESS CHANGES, FIRES, Etc.

California—Los Angeles—H. L. Bacon, cigars; sold out.

District of Columbia—Washington—D. G. Joseph, wholesale and retail cigars and tobacco; sold out to E. J. Benchert.

Illinois—Leland—Pedersen Bros., cigars; succeeded by M. B. Pedersen.

Indiana—Garrett—Thumma & Abel, cigar manufacturers; dissolved.

Indianapolis—Wm. McLaughin, retail cigars; canceled chattel mortgage $100.

Iowa--Eagle Grove—C. Francis, cigar manufacturer; succeeded by L. Caster.

Eldora—C. F. Hicks & Co., cigar manufacturers; moved to Iowa Falls.

Kentucky—Henderson—F.W. Rostchild, cigars and tobacco; assigned.

Massachusetts—Attleboro—Bates & Rogers, cigars; damaged by fire; insured.

Boston—C. J. Buscher & Co., cigars, etc.; chattel mortgage $5,000. ——Waitt & Boud, cigar manufacturers; incorporated, with authorized capital stock of $500,000

Michigan—Detroit — Robert E. Cupit, cigars; sold out — Joseph F. Fanning tobacco and cigars; chattel mortgage $180——E. L. Hoffmeyer, tobacco and cigars; chattel mortgage $100—— Chas. J. Holton, wholesale and retail cigars and tobacco; chattel mortgage $7,500 renewed —— Wm. L. Wallace, tobacco and cigars; succeeded by Joseph F. Fanning.

Missouri—Aurora—Gibson & Co., cigars and tobacco; sold out.

St. Joseph—M. J. Schwartz & Co., wholesale dealer and manufacturer of cigars; deed of trust, $11,818.

Nebraska—Edgar—H. H. Brown, cigar manufacturer; moved to Nebraska City.

New York—Brooklyn—Carrie Nussbaum, retail cigars; petition in bankruptcy.

New York city—Sar Alvarez Cigar Co., petition in bankruptcy—— Wolf & Levy, retail cigars; dissolved; succeeded by B. D. Wolf.

New Rochelle—Henry C. Kuchler, cigars; succeeded by Henry C. Kuchler Co.

Rochester—John McCarthy, cigar manufacturer; dead.

Ohio—Cincinnati—Samuel Hirsch, manufacturer and retail cigars; succeeded by The Samuel Hirsch Mfg. Co.

Defiance—Talbott & Thornberg, cigars; discontinued.

Pennsylvania—Harrisburg—John Kepple, manufacturer and retail cigars; dead

Texas—Dallas — Morris Rosenfield, cigars and tobacco; discontinued.

Wisconsin—Milwaukee— Bartlett Cigar Co., wholesale cigars; will discontinue business April 1—— Matthieson Cigar Co., manufacturers, incorporated; authorized capital $5,000.

The "Royal Rogue" is a brand of cigars recently put on the market by H.G Reitzel, Mahanoy City, Pa.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. W. BRENNEMAN,

Packer of and Dealer in **Leaf Tobacco**

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,

Hellam, Pa

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. COLUMBIA, PA.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.

SEND FOR BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

Among the Tobacco Shops of Porto Rico.

Special Correspondence of The Tobacco World.

Fancy Cigarette Holders.

In figure 7 is a drawing of a fancy cigarette case which was shown the writer and this case is a typical one of the many kinds of artistic cases in use. Often shell, ebony, mahogany or other hard material is selected for making these cases and some of them are exceedingly rich in appearance. The prices range from fifty cents each to as high as $10. The workmen are often placed in a littleroom divided off from the cigar works and the purchaser may see them at their labor.

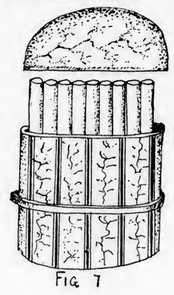


FIG. 7

Sandal Wood Cases.

Sandal wood has been an exceedingly scarce article on the island for a number of years, and yet enough of the wood is found every year to warrant the cigar box and case makers in carrying a line of these articles. The sandal wood is brought in and sawed into the required sizes and shapes for making the little boxes, which appear more like ladies' handkerchief boxes than cigar boxes.

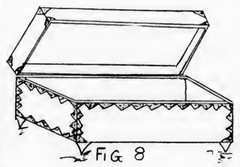


FIG. 8

A sketch of one of these boxes is exhibited in figure 8. The box is usually set up on elevated pieces. The edges are trimmed with work which is laid on, or sometimes the work is inlaid. Often the effect in design is handsome.

In the Line of Pipes.

I saw some odd kinds of pipes in use in the island. There are all sorts of pipes in service, from the clay to the corn cob, and since American occupation, other descriptions of pipes have been introduced. Reference will be made only to two or three patterns of the oddest styles which I observed. In figure 9 is a type of pipe which seemed to be out of the ordinary run. It is made of a stony substance, very hard and the wonder is how the manufacturer managed to get the channel cut. The bowl is flint like, and it is difficult to tell what the substance is. It is a plain tube, and into it is fitted the peculiarly curved pipe stem. The native appeared to take much pleasure in smoking this pipe.

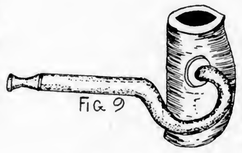


FIG. 9

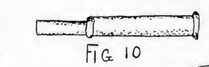


FIG. 10

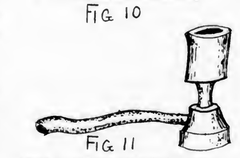


FIG. 11

Cases and Pipes of Artistic Design Seen in the Island.

Cigarette Holder.

Figure 10 shows one of the types of cigarette holders in use. Sometimes these holders are elaborately designed and carved and are really wonderful examples of what the native can do in this direction. Bone, horn, and various other materials are used in the making of these holders.

Singular Design of Pipe.

In figure 11 is presented another odd design of pipe seen by the writer. It is made of a hard, cement-like substance, evidently a composition, and molded to form. Recently considerable quantities of pipes have been imported from America and other places and the native cigar and smokers' materials dealers handle these supplies quite liberally.

As in most of the tropical countries, the men, women and children of Porto Rico are habitual smokers. It is not an unusual sight to see a whole family smoking together. The father, the mother and all of the sisters and brothers, more than five years of age, industriously puff away at all kinds of cigars and cigarettes.

Some of the little folks have all they can do to manage the larger types of cigars which are made. The people while away hour after hour at their smoking.

EX-SOLDIER.

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.** We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Thos. S. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

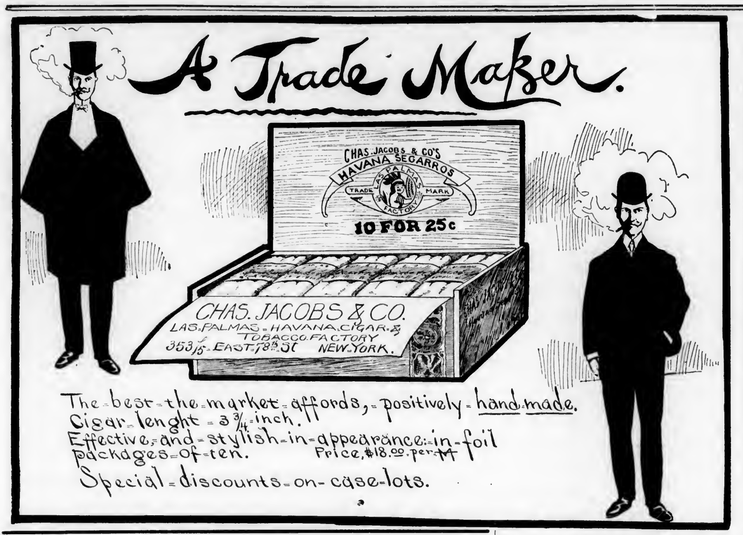
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. 1le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



THE WORLD'S
Profitable Inches

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

If you are looking for a **Leader**
—TRY—
STAGE QUEEN,
The Incomparable 5-Cent CIGAR . .
W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,
PACKER OF
AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros., Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
N. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. D. BOALES,
Leaf Tobacco Broker
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

M. H. Clark & Bro.
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

ALBERT FRIES. HAROLD H. FRIES.
550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

LATE REVENUE DECISIONS.

Cigars for Alaska.

The Commissioner has lately had occasion to rule that the Internal Revenue laws of the United States are in force in the Territory of Alaska, and that all cigars made in the United States for sale in Alaska must be properly packed, labeled and stamped by the manufacturer thereof before they are removed from the factory.

Advertising Matter with Cigars.

A cigar manufacturer, who desired to place in his boxes some loose advertisement matter, contemplating a gift scheme, was advised that the Regulations, No. 8, Supplement No. 1, relating to the contents of statutory packages of tobacco or cigars prohibited the placing in such packages of all foreign articles of whatever kind or nature, and that the inclusion of the cigars meant the exclusion of every other thing except the manufacturer's wrappers and labels.

A Label for Cigars Disapproved.

A cigar manufacturer submitted a pencil draft of a label desired to be used by him in connection with his statutory boxes of cigars, a blue band, sketched the full length of the label, and intended to suggest an Internal Revenue stamp, had the words "John Doe's internal revenue" printed on the label. It was advised that a manufacturer is not privileged to adopt a label a part of which would be in the similitude or likeness of an Internal Revenue stamp, in violation of section 5430, Revised Statutes, and section 42 of the act of August 28, 1894; and, further, that the pro-

LIBRARY. RECEIVED MAR 28 1902 Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 13. | PHILADELPHIA, MARCH 26, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

Are you in the market

for

ZIMMER SPANISH?

If so,

You cannot do better

than to look at

Samples of Our Packing.

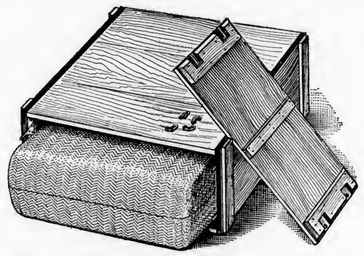
The Goods are Fine and Our Price Reasonable.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE
NO CHAFING
NO DAMAGE BY HOOKS

Laverge & Schneider,

Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85, AMSTERDAM. New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XIII.—A CELEBRATED CASE.

By JOSEPH B. WERTHEIM, of E. M. Schwarz & Co.

The jury had come into court with a request for an instruction upon this point:

"If the evidence showed, in the opinion of the jury that the defendant killed the person for whose killing he had been indicted in the heat of passion caused by his victim's admission that he had practised upon the defendant a gross fraud, did such killing render the defendant guilty of murder in the first degree?"

The court answered: "If the evidence on this point was conclusively to the effect that the defendant had been the victim of a fraud so heinous as to arouse in him a degree of passion beyond the power of a rational man to control, then the verdict of the jury might be one of justifiable homicide."

The jury acquitted the prisoner on the spot, and he went forth a free man.

The acquitted man was John Fortescue Baker, whose record as one of Roosevelt's Rough Riders is more than commonly well known. When he joined his regiment from the large Western town in which his whole life prior to the Spanish-American war had been spent, he was innocent of many things not usually pertaining to the intellectual equipment of the average young American man. Among these was a knowledge of the Spanish language.

After the capitulation of Santiago, Baker saw in that ancient Cuban city a pair of Spanish eyes that made short work of him. The eyes belonged to a certain Senorita Ximena Rendon. Her eyes, brilliant and soft as they were, were not her sole possession. With them went a profile of such girlish purity and loveliness as this earth does not often see even in its most comely daughters, and tapering and slender hands; beside a maidenly contour that was all curves. Her wealthy father and her equally wealthy mother, rich in her own right, in the good old Spanish way, whose only child Ximena was, saw in Mr. Baker only an uncouth American soldier in a soiled khaki uniform. That he might be a caballero worthy of being a husband for their daughter seemed to them to be absurdly impossible. Yet Baker, and for all he knew no Spanish, managed to make the object of his passion comprehend the strength and nature of his attachment and to succumb to it, too. Ximena made a condition. Her lover might return to Santiago to press his suit formally whenever he should have mastered a speaking knowledge of Spanish. That was indispensable for everybody's sake. To Baker this seemed the easiest of impositions. There were at home plenty of teachers, and as soon as he got back to his native place he applied to one of these and six months later was back in Santiago talking soft nothings to Ximena under the Southern moonlight, and expressing them in the Spanish which he had been taught by his instructor at home.

MR. JOSEPH B. WERTHEIM.

The proof at his trial for murder, for the murder of the language teacher, was that Baker had returned from Cuba in a mood of the utmost depression. He had locked himself up in his house at once, and had refused to see any of his friends. His manservant had testified that his master had eaten scarcely anything for the ten days preceding the murder, and that he had spent his entire time over a couple of books which were afterward identified as a grammer and a dictionary. He had been heard to laugh bitterly over each of these, and most bitterly at the times when he had conned the grammar with great studiousness and care and had then rustled the leaves of the dictionary in obvious search of some word to which his attention had first been riveted by his grammar.

The laughter to which Baker had given utterance on several such occasions was sometimes shudderful in its character. It seemed to begin at his heels and to come upward to his lips, like a wave that beginning murmuringly far out at sea is presently demolishing great piles of masonry on the beach.

At the trial Baker had taken the stand in his own behalf. His demeanor had been collected and dignified, though sad. He said that he had returned from Cuba an unsuccessful suitor for the hand of the Senorita Ximena Rendon, and that moreover he had been rejected with scorn; with high bred Castilian scorn, it is true, but nevertheless with scorn, not only by the object of his love and all her relations, well conditioned proud Spaniards every one of them, but that the whole population of Santiago had laughed him out of the city when the cause of his dismissal had been made known by the newspapers.

Baker laid all his misfortunes at the door of the wretched man whose pupil in Spanish he had been, but the enormity of this man's guilt toward himself had not become manifest, he said, until after he had gone over his Spanish grammar and dictionary in the effort to discover why his own essays in spoken Spanish had been such horrible failures. Then he came to the conclusion that to kill the man who had brought him to such a pass would be not only justifiable but also the performance of a public duty, lest some other American lover might likewise come to grief in the same shameful way.

It had previously been shown by other witnesses that the man who had been Baker's victim, and whose real name had been Isidore White, though he called himself on the shingle which had invited the world to study Spanish under his tuition Ysidro Blanco, had been for years a cigar packer by occupation, and that he had never been in Spain or in any other country speaking Spanish in his life; that in short, the only Spanish he had everstudied he had picked up in the course of the employment just specified.

"Fancy making love to a cultivated Spanish girl in her own country in cigar-box Spanish," was the plea for the defence. Cigar-box Spanish was so dreadful a counterfeit of the genuine article that Baker had been justified in taking the life of the counterfeiter, said his counsel.

The jury took this view, and I think most people will be disposed to agree that their verdict was the right one.

Next Week—Chapter XIV:—"A National Heirloom and a Pinch of Snuff," by Frank Lange, of L. Schmid & Co.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

IMPORTERS AND PACKERS OF

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN HAVANA LEAF TOBACCO

122 NORTH 3rd ST.

K. STRAUS

A. LOEB

PHILADELPHIA.

BENJ. LABE' JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTED HABANA AND SUMATRA

DEALER IN LEAF TOBACCO.

1642-44 N. ELEVENTH ST. PHILADELPHIA.

REGISTERED.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y & N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

UNION-MADE GOODS.

A Fine Line Manufactured by H. J. Roth & Co., McSherrystown, Pa.

The ever increasing strength of unionism is no doubt an impetus to cigar manufacturers in offering the trade union-made cigars, particularly of a quality that is infinitely superior to those of sweat shop manufacture.

A Brief History of the Firm.

This firm, originally Roth & Topper, commenced business in 1894, and about eighteen months ago was changed to H. J. Roth & Co. Mr. Smith, a member of the firm, was formerly a member of

During the past few years union factories have not only greatly multiplied in number, but in their extensiveness as well. Organization has done much to strengthen the industry so far as sales of union goods are concerned, yet that would not be so easily done, if the goods offered did not possess some particular merit. And furthermore, success has attended the venture, when honestly carried on, a fact which can be readily attested to.

We show herewith half-tone reproductions of an unique line of union-made goods manufactured by H. J. Roth & Co., of McSherrystown, Pa.

the firm of T. I Smith & Co., of Centennial, Pa., which firm sold out its business in 1901. Mr. Roth was formerly the senior member of the firm of Roth & Topper. Messrs Smith and Roth are both very fine mechanics Mr Smith, in particular, is recognized as one of the best judges of tobacco in his section of

the country, and therefore upon him has devolved the responsibility of selecting the excellent tobaccos which are used exclusively in the manufacture of their goods—a fact which prudent buyers always take carefully into consideration.

To Occupy New Premises.

The steady advancement which

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana. Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St. Philada.

HENRY M. WEAVER & SON,
Cigar Manufacturers,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts. Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

BECKER'S
TABERNERO
Factory. 1215 N. 9th St.
925 Girard Ave.
5c. CIGAR
Made in Philadelphia by American workmen.

HAVANA CIGAR FACTORY El-Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

MATINEE
AND
Three Black Kids
These are not Cheroots, but a very fine Perfecto Shape CIGAR
Manufactured by
CHAS. GROSS & CO.
Phila., Pa.

PENT'S 5c. Cigar
TAHOMA
Office 1119 Market St.
PENT BROS. Manufacturers
Philadelphia

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

the firm has made, and the rapidly increasing business which has been experienced, has necessitated the acquirement of much larger quarters where greatly increased facilities are to be had. Happily the preliminary arrangements with this end in view have been consummated and they moved in the new factory March 24th, which will have a seating capacity for one hundred cigar makers.

Some of the Brands.

Space will not permit a reference to each one of the large number of brands made. Suffice it, therefore, to mention specially a few of the more striking labels as shown in the illustrations, and which are respectively entitled "Benjamin Wheeler," "Anne Hyde," "Frederick Jay," and "Bonilla." These labels were made specially for this firm, with a complete set of accessories such as flaps, extension labels, nail tags, edgings. In each case the titles selected were of some significance, and invariably appropriate.

A picture of Benjamin Wheeler, President of California University, adorns one label. A picture of Anne Hyde, who was Queen of Great Britain for a few hours, forms the central figure of attraction in another label, while pictures of Frederick Jay, a signer of the Declaration of Independence, and P. Bonilla, President of Honduras, are used respectively in two others.

The labels reproduced are all used in ornamenting boxes of the leading goods of the nickel variety, yet a line of elegant 10 cent goods are also being made

H. J. Roth & Co. are confident that jobbers having a demand for Union made goods will find their products attractive, and of fine quality. Correspondence can be opened with the firm direct, by addressing H J. Roth & Co., McSherrystown, Pa.

A Growers' Combine.

Tobacco growers in Kentucky are making an effort to organize an association to handle and market the product of their farms. Kentucky tobacco is used largely in making plug and twist; and consolidation in this branch of the trade has approached almost to the point of monopoly. The Kentucky tobacco growers, feeling the pressure of lowered prices, now propose to meet combination with combination.—There are 20,000 farmers to whip into line for the new arrangement to control raw material—rather a formidable proposition under ordinary conditions.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH ENOS SMITH
NEW YORK

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.
HAVANA, SUMATRA, and SEED.
HIGH GRADE **LEAF TOBACCO**
No. 228 Pearl Street,
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25. Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MARCH 26, 1902.

The Cuban Reciprocity Bill.

The following is the text of the bill to provide for reciprocal trade relations with Cuba, as reported to the House on March 19:

That for the purpose of securing reciprocal trade relations with Cuba, the President is hereby authorized, as soon as may be after the establishment of an independent government in Cuba, and the enactment by said government of immigration and exclusion laws as fully restrictive of immigration as the laws of the United States, to enter into negotiations with said government, with a view to the arrangement of a commercial agreement in which reciprocal and equivalent concessions may be secured in favor of the products and manufacturers of the United States by rates of duty, which shall be less by an amount equivalent to at least 20 per cent. ad valorem upon such products and manufactures than the rates imposed upon the like articles when imported into Cuba from the most favored of other countries, and which shall not be greater than the rates imposed by the United States upon the like articles imported from Cuba: and whenever the government of Cuba shall enact such immigration and exclusion laws, and shall enter into such commercial agreement with the United States, and shall make such concessions in favor of the products and manufactures thereof as aforesaid, and which agreement in the judgment of the President shall be reciprocal and equivalent, he shall be authorized to proclaim such facts, both as to the enactment of such immigration and exclusion laws and the making of such agreement, and thereafter, until the first day of December, 1903, the imposition of the duties now imposed by law on all articles imported from Cuba, the products thereof, into the United States shall be suspended, and in lieu thereof there shall be levied, collected and paid upon all such articles imported from Cuba 80 per cent of the rate of duty now levied upon like articles imported from foreign countries.

The President shall have power, and it shall be his duty, whenever he shall be satisfied that either such immigration or exclusion laws or such agreement mentioned in this act are not being fully executed by the government of Cuba, to notify such government thereof and thereafter there shall be levied, collected and paid upon all articles imported from Cuba the full rate of duty provided by law upon articles imported from foreign countries.

Perique Snuff in Favor.

Perique tobacco is a type of tobacco which, in point of richness and flavor, is probably unequaled. It is at present grown only in two parishes in the State of Louisiana, and according to common belief exactly the same type of tobacco could not be produced on any other soil in the world. The world's total supply of Perique tobacco is necessarily very small, less than 150,000 pounds a year. Snuff has been made from Perique tobacco since 1808, but only in very small quantities. This Perique snuff is practically unknown in America, all of it being taken by the foreign trade. This snuff was regularly supplied to the Vatican for a long time, and it is understood has been a favorite of the present Pope. This snuff was also a favorite with Louis Napoleon, and is now being used and is regularly bought for the Sultan of Turkey. It has at one time and another been used by leading dignitaries of the church and state throughout Europe. Among the few users of this snuff in America is Archbishop Chapelle, who was appointed Apostolic Delegate to Cuba and the Philippines.

The Sad Case of Dear Little Bright Eyes.

It's really too bad about poor dear Little Bright Eyes.

Everybody knows, of course, that he never could write English, but it was taken for granted that he could, at least, read it. It appears not, however, for here's the sweet child charging "an out-of-town contemporary" with labeling a little picture "The Frascati on an Inscription Day," when the words that appeared beneath, as plain as fine upstanding Roman caps could make them, were "The Frascati on an Inspection Day."

And his bad language? Alas, Little Bright Eyes is no Chesterfield, and, then, besides, he overfeeds.

Stoo bad!

In the superior court of Connecticut on March 13th, the jury in the suit of Charles Cannon against C. F. Tolland both of Warehouse Point, returned a verdict for the plaintiff for $622.25. The suit is over tobacco curing, and the verdict includes the full amount of damages asked for with accrued interest.

The States from the Cigar Man's Point of View.

XXVI.

NEW JERSEY.

Let us sing the praises of New Jersey; of that state so full of bright, industrious, and enterprising people, so able in any arena to take their own part and which is yet so often the butt of cheap wits; of New Jersey, which at Jersey City takes on the complexion of New York and at Camden that of Philadelphia, which is thunderous day and night with the roar of traffic over its plains and hills, and which in the proper seasons is the quiet retreat of those who seek rest or recreation.

New Jersey of late years has come much within the eye of the cigar loving public because of the establishment at New Brunswick and Trenton of a large number of huge cigar factories, branches of parent institutions in New York and elsewhere. Nevertheless, long before the launching of these ventures there were in many cities and towns throughout New Jersey a number of very respectable small and medium sized factories catering to the needs of their respective sections.

Indeed, the manufacture of cigars is a very old story in New Jersey. There are factories in Hoboken, for instance, which date back to the civil war.

Owing to the numerous summer resorts on the beaches and in the mountains of New Jersey which attract wealthy people from all parts of the United States during the season, New Jersey is also a great consumer of the finest imported and domestic cigars. In fact there are no resorts of a similar kind in all the world which compare with those of New Jersey in this regard.

More fine cigars, for a certainty, are smoked at Long Branch and Atlantic City in the summer time than are smoked on the Riviera in the winter. This may be, of course, because healthy people go to Long Branch and Atlantic City, whereas the great bulk of those who flock to the Riviera are consumptives who do not smoke at all. So valuable is this trade that quite a corps of efficient salesmen is kept in New Jersey the year round by those manufacturers and importers whose goods appeal to fashionable folk. On the steamboats plying between New York and Long Branch, as well as on all the trains which traverse the state, all kinds of cigars are smoked, but those who travel much in New Jersey, either by train or by boat, agree in saying that the demand is always greatest for fine goods.

The Burns Cigar Co. has opened a new store in Whitehall, N. Y.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M D & P. CIGAR BRANDING MAchine in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

WANTED—Position as Foreman in a Cigar Factory. Experienced in making and packing cigars. Address CIGAR FOREMAN, Lock Box 155, Fort Wayne, Ind. 3-19-2

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

FOR SALE—A large quantity of Borgfeldt Perfecto and Duplex Bunching Machines in first-class condition; reasonable prices. Address PERFECTO, Box 129, care of The Tobacco World. 3-19-2

WANTED—Experienced Bunch Breakers on Perfecto Scrap Bunching Machine either boys or girls, to go to Trenton, N. J. Steady work; good pay.
Address MANUFACTURER, Box 141, 12-18 Care of The Tobacco World, Phila.

NEW YORK, April 1st, 1902.

The co partnership heretofore existing between the undersigned, under the firm name of GANS BROS. & ROSENTHAL, has this day dissolved by mutual consent.

Mr. JOS S. GANS will liquidate the affairs of the late firm. All accounts are to be paid to, and all bills presented to him.

JOS S. GANS,
MAX GANS.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.

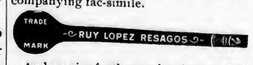
Price, $1.10, Postage Prepaid.

THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. — 11 Burling Slip, New York.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

H. J. ROTH & CO.

H. J. ROTH.

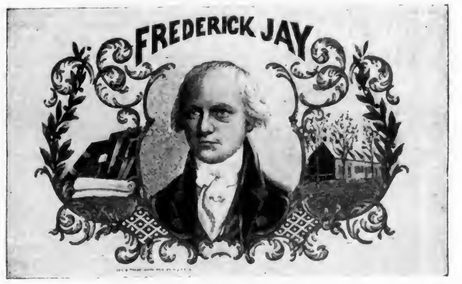
Manufacturers of

Fine Cuban Hand-Made CIGARS

McSherrystown, Pa.

G. F. M. SMITH.

Union-Made Cigars Exclusively.



Correspondence with Jobbers and Wholesale Dealers solicited.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm.
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

The Tobacco Trade Directory and Ready Reference for 1902

Price, $1.10 by Mail.

Address The Tobacco World Publishing Co.

224 Arch Street, Philadelphia. *11 Burling Slip, New York.*

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

A Quiet First Inscription at Amsterdam.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, Mar. 25, 1902.

Advices received by cable in this city on last Friday indicate that the first inscription in Amsterdam presented but little tobacco deemed suitable for the American market, for the total purchases for the United States on March 21, were by fully 1,500 bales less than the purchases at the first inscription in 1901. The total quantity of Sumatra offered at the inscription March 21 was 12,926 bales. The following were the offerings:

BY THE DELI MAATSCHAPPIJ.
(6430 bales)

415	Bales	Deli Maatschij	/A
501	"	" "	/C
650	"	" "	/M
594	"	" "	/P
433	"	" "	/N O
449	"	" "	/Q B
307	"	" "	/Q M
411	"	" "	/Deli Toewa
546	"	Medan Tab. Mij	/T R/Deli
619	"	W & v S	/Deli Langkat/A
450	"	G E	/Langkat
375	"	S S T Cy	/B
319	"	T T R	/Langkat
361	"	M & S	/Deli

BY THE AMSTERDAM DELI COMPAGNIE.
(1510 bales)

462	Bales	Amst. Deli Cie	/J H
609	"	" "	/S B
439	"	P T M	/Deli

BY THE DELI BATAVIA MAATSCHAPPIJ.
(1294 bales)

433	Bales	Deli Ba Mij	/K
861	"	" "	/T L

BY BUNGE & CO.
(96 bales.)

489	Bales	L P C	/Soengei Gerpa
427	"	Paya Jambu	/Langkat

BY THE SERDANG TABAK MAATSCHAPPIJ.
(665 bales.)

320	Bales	S M	/Sumatra /B
345	"	"	/F

BY THE ALGEMEENE CONSIGNATIE-BANK.
(489 bales)

223	Bales	Franco Deli	/A
266	"	T Mij	/L S/H D/Langkat

BY THE PADANG CULTUUR MAATSCHAPPIJ.
(422 bales)

422	Bales	A D C	/Deli /Sumatra

BY THE DELI LANGKAT TABAK MAATSCHAPPIJ.
(400 Bales)

400	Bales	Deli Langkat Tab. Mij	/St. Cyr /Deli

BY VAN EEGHEN & CO.
(303 bales.)

303	Bales	S C	/Deli

BY VAN HEEKEREN & CO.
(161 bales)

85	Bales	V	/Deli
76	"	P K	/Deli

The American Cigar Company purchased "out of hand," that is to say, a day or two before the inscription, about 1,800 bales of different marks, and S. Rossin & Sons purchased also "out of hand" 422 bales of A D C Deli Sumatra. This tobacco, the firm is advised by its buyer in Amsterdam, is an exceedingly fine lot. Sample bales will be shipped to New York on the steamer "Rotterdam" sailing from Amsterdam, March 20.

The purchasers at the inscription of March 21 were:

Laverge & Schneider, 170 bales of Paya Jambu and other marks.

A. Cohn & Co., 200 bales Deli My M and 33 bales of other marks.

Sutter Bros. 250 bales Deli Ba My T L.

L. Schmid & Co. 100 bales S S T C /B

Jos. Hirsch & Son 35 bales S S T C /B

H. Duys, Jr., 24 bales Deli My M

S. Rossin & Son, a small quantity of Deli Ba My T L.

Simon Auerbach & Co., a quantity of Deli Ba My T L and Deli Ba My K

Prices for such tobacco as was taken by the Americans are reported as very high.

***

The leaf market in New York for the week ending March 22 was without special animation. Everybody is complaining of the lack of "snap."

The only people who rejoice in a good present business are the importers of Havana. There is an excellent demand for both the old and new, and while profits are not as large as the dealers would like to have them, the demand is steady and animated.

The holders of old Sumatra are watching the course of events at the inscriptions in Holland with quiet minds. All accounts agree that the 1901 crop is far inferior to that of 1900, and of the 1900 crop there is a sufficient supply on hand to meet all requirements for at least nine months. It appears to be a fair inference from the events at the first inscription of last Friday that the Americans will buy this year with more discrimination than they have ever shown before.

***

Officers of the American Tobacco Company here refuse to talk of the present fight in England between the British Tobacco Company, which is the English branch of the American Tobacco Company, and the Imperial Tobacco Company, its true blue Briton rival. The folks at 111 Fifth avenue are quite content to let their representatives in London do their own talking.

According to cable advices the situation in London is an exceedingly interesting one. About ten days ago the Imperial Tobacco Company, after much wrestling

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO

REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

with the spirit, came out with an offer to give away £50,000 in bonuses to English retail tobacconists who should be so very loyal as to refuse to do business with the bloomin' American invader.

On March 20, the Ogden Tobacco Company, the chief English branch of the British Tobacco Company announced the counter inducement which it offers to retailers. Ogden's declares that it intends to give its net profits and £200,000 a year for the next four years to its customers. The offer created the greatest sensation known in the history of the trade in Great Britain. The London dailies which are not very well equipped for "scare heads" are nevertheless using such adjectives as "startling," "amazing," "bewildering" in a manner that turns out to be the very best kind of an advertisement for Ogden's goods.

The Bakers, after Salmon & Gluckstein, the largest retail tobacconists in London have enrolled themselves under the Ogden banner. The British public, which those who affect to understand our cousins in England, were wont to say would stand to a man by the Imperial Tobacco Company as against its American rival, is in sympathy with the Bakers. It is pointed out in London that the "patriotism" of the Imperial Tobacco Company means everything for the manufacturers and nothing for the retailers, and that they are not prepared to "stand for" patriotism of that kind. The consuming public in Great Britain is meanwhile eagerly awaiting the cut in prices.

At a meeting of the retailers of London on the afternoon of March 21 the boycotting clause of the Imperal Tobacco Co. was generally condemned and the opinion was expressed that no London retailer would sign it.

The retail tobacconists of Scotland have unanimously declined to sign the Imperial Tobacco Co's. form of contract and the retailers of the North of Ireland have to a man taken sides with the Ogdens. The Ogden agreement leaves the dealers free to trade as they please. The Imperial Tobacco Co's. circular stated that in order to receive the bonuses the dealers must agree not to sell the goods of the British Tobacco Co.

***

Max Maier, A. Blumlein & Co's. well know traveler, leaves next week on the Rhyndam" for a pleasure trip to Europe.

***

John H. Duys and bride sailed for Europe on the "Maasdam" on March 22.

***

The large building at 197 Water street, which has been entirely renovated and refitted will be occupied on April 1 and thereafter by Max Gans & Son.

The firm, the senior member of which has been for many years a member of the firm of Gans Bros. & Rosenthal, will deal exclusively in leaf tobacco. They are packing their own tobacco and have a warehouse in operation at Warehouse Point, Conn., where they are force sweating their New England leaf. They will also import Havana largely and will deal in all kinds of fine leaf tobacco.

Robert Gans, the junior member of the firm, has grown up in the leaf tobacco business and is experienced both in the packing of tobacco and as a salesman.

Adolph Rosenzweig, who has been with the firm of Gans Bros. & Rosenthal for the past ten years, and who is known to the trade of New York State and northern Pennsylvania as "the hustler," will continue to cover his old territory for the new firm. He leaves for a visit to his trade next week.

***

Marcus Schwarz, senior member of the firm of E. M. Schwarz & Co., returned on March 18 from a leaf purchasing visit to Havana, via Tampa.

***

Broker Sam Seymour says that since January 1 his total sales of Havana have been 2 700 bales, "honest."

***

Among American tobacco men returning from Havana on the steamer "Mexico" on March 17, were I Kaffenburg, of Boston, and Lewis L. Cantor and A. Blumenstiel of New York.

***

Broker Normie Salomon is ill at home.

***

President George Storm of the Owl Commercial Company is visiting his plantations in Gadsden County, Florida.

***

Sanchez & Haya are busier than ever in their whole career. During February they manufactured at their Tampa factory over 1,500,000 cigars and this was just about enough to fill the orders. The little celluloid covered memorandum book which the firm is distributing in connection with their display at the Charleston Exposition, and which is filled with much useful information of a general character, is in great demand.

***

A. Schutte will open a branch store on Broadway near 42nd street.

***

Bernard Baron, of the Baron Cigarette Machine Co., of London, arrived on March 19, on a visit to

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

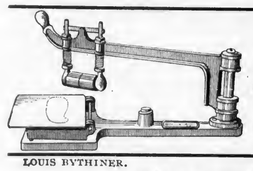
CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

This is the Cigar
that will help you out
in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM,
Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA
Long Distance Telephone, 4048 A.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size	$3.50 per lb.
Second size	3.25 per lb.

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " Remedios	.90

All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

the United States. He will remain until about May 1.

***

Charles L. Feinberg, of "Natural Aroma" fame has installed his factory in the building at 389 Berry street, Brooklyn. His offices and salesroom he will continue at 34 Broadway, Brooklyn.

***

Adolph G. Schneider, of Laverge & Schneider, has returned from a successful three months' trip to his firm's trade in the west.

Little Lives of the Great.

ROGER G. SULLIVAN.

Is crowning a career of over a quarter of a century of success at cigar manufacturing in Manchester, N. H., by winning the favor of cigar smokers in New York.

In the clubs and cafes of the Metrollopus people wanting one of Mr. Sullivan's "7-20-4" cigars instruct the waiter to bring them one of those "4-11-44" cigars, or one of those "gig dopes." Such is fame in New York—but, then, think how it helps the sale of the "7-20-4"!

Mr. Sullivan is a millionaire, thank you.

THEO. WERNER.

Has "Herbert Spencer" at his fingers' ends and in his sample case. Or rather, he dumps his Spencers out of his sample case, to supply some customer's pressing need for the brand, and then goes on to the next customer without any samples, and with only his smile.

That smile!

Gee, it's an education in salesmanship to analyze it. To see it begin in a gentle sideways motion of the lips and then gradually beam on the whole universe, its chief spell exerting itself all the while upon the man who is being told how good the "Herbert Spencer" brand is and what a good seller.

Werner doesn't have to talk much. His smile is more eloquent than reams of words would be.

CARL UPMANN.

Wedded, like all the Upmanns, to the weed, yet, like all the Upmanns, versatile.

This member of the family, when he isn't busied with his cigar factory, concerns himself with music.

The heavenly maid reciprocates by making the world a pleasant place for her devotee.

Mr. Upmann is not only a connoisseur of the music made by other people, he is also a remarkably proficient executant himself. So expert are his fingers on the keyboard of the piano that some people assert, and it's only a feeble joke at that, that his "Extra Five" brand has some reference to his own five digits.

YSIDRO PENDAS.

Like the original Alvarez, whose obsequieo took the form of naming a cigar after Henry Clay, the fame of the firm of Y. Pendas & Alvarez will always be associated with that of Daniel Webster. There is this difference however: Many a poor cigar is called a Henry Clay, but no one ever yet got a poor Webster. 'Cos why, there ain't none.

And, then, thanks to the up to-date methods of the manufacturers, the Webster is on sale everywhere, so that no lover of a fine cigar need ever complain that he cannot get suited.

Mr. Pendas is the dean of the clear Havana manufacturers of the United States, and the President of the new Association of those manufacturers, not because his firm is responsible for the Webster, but because he is Ysidro Pendas; but, on the other hand, if he were not Ysidro Pendas, he wouldn't know how to make Websters and La Mias, and a few other trifles like them. That's the whole story in a nut shell.

The New Firm of Jos. S. Gans & Co.

As announced elsewhere the long established cigar leaf firm of Gans Bros. & Rosenthal, of 150 Water street, New York, will be dissolved on April 1.

Immediately upon the dissolution the new firm of Jos. S. Gans & Co. will start in business at the number given. The new firm is composed of Joseph S. Gans, Jerome Waller, Ed. I. Alexander and Moses J. Gans, all of whom were connected with the old firm of Gans Bros & Rosenthal for a number of years past.

Jos. S. Gans will take care of the New York city office.

Jerome Waller will as heretofore look after the trade in the Central West and in the South.

Ed. Alexander will visit Pennsylvania and New England, and Moses J. Gans will take care of Philadelphia, Baltimore and the Northwest, including Omaha, Denver, Milwaukee and Chicago.

The firm is already packing domestic leaf in New England. Mr Alexander and Mr. Moe Gans are at present in Gaylordsville, Conn., and Broad Brook, Conn., respectively. The firm's New England leaf is being force sweated, so that the firm will be ready with samples of this leaf shortly after April 1.

The packing of the firm's Onondaga is completed and the Big Flats will be finished before May 1.

The new firm is sure to have the good will of the trade in every section of the United States.

Harry Weissinger Tobacco Co.

The Harry Weissinger Tobacco Co. was incorporated at Trenton, N. J., on March 22, with a capital of $3,000,000 to manufacture and deal in tobacco and its products. The incorporators are Harry Weissinger and John Middleton, of

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List.
Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Louisville, Ky., James L. Richards, of Newton, Mass., Edward J. Patterson, of Plainfield, N. J., and John Frederick Eagle and George L. Wakefield, both of New York city.

CHARLES G. BRYANT DEAD.

A Buyer for the S. Anargyros Corporation Dies in Turkey.

A cable received by the S. Anargyros corporation, of 111 Fifth avenue, New York city, on March 20, announced that Charles G. Bryant, one of the company's buyers had expired on that day in Xanthe, Turkey. Mr. Bryant left New York for Turkey last January and the cable announcing his death came from Mr. Henry Strause, his associate buyer. The remains of the deceased left Cavalla, Turkey, on March 24.

Charles G. Bryant, who was the son of Calvin Bryant, of Durham, N. C., was in the twenty fifth year of his age at the time of his death He was an unusually bright and promising young man and had the entire confidence of his associates and superiors. He was unmarried. He came to New York from Durham where he had previously been connected with Blackwell's Durham Tobacco Company.

Trade-Mark Register.

Traymore. 13,625.
For cigars. Registered March 15, 1902, at 9 a. m., by S. T. Banham & Bro., Philadelphia.

Coal King. 13,626
For cigars. Registered March 17, 1902, at 9 a. m., by H. S. Sonder, Sonderton, Pa.

La Flor De Reciprocity. 13,627.
For cigars. Registered March 17, 1902, at 9 a. m., by the Fleck Cigar Co., Ltd., Reading, Pa.

Valentudo. 13,628.
For cigars. Registered March 18, 1902, at 2 p. m., by the Solomon Bros., Philadelphia.

White Sentinels. 13,629.
For cigars. Registered March 20, 1902, at 9 a. m., by H. C. Schultz, Hellam, Pa.

Kubelik. 13,630.
For cigars, cigarettes, stogies, cheroots and tobacco. Registered March 21, 1902, at 9 a. m., by S. Hatchwell, Philadelphia.

Maxell. 13,631.
For cigars, cigarettes and tobacco. Registered March 21, 1902, at 9 a. m., by Max L. Harris, New York city.

The Post. 13,632.
For cigars. Registered March 21, 1902, at 3 p. m., by D. S. Erb & Co., Boyertown, Pa.

Fonticello. 13,633.
For cigars. Registered March 22, 1902, at 9 a. m., by C. E. Miller & Co, Philadelphia.

REJECTIONS.

"Gun Club," "Generaldo," "Centuras," Red Cross," "The Boss," "Little Willie," "La Marie," "Conrad Weiser," "Right of Way," "Nocturna," "Sanitos," "Baronet" "The Baron" "Century Club," "Iron King," "Willow," "Weno," "The Lion," "Monticell," "Palido," "Corinot," "Almeda," "Alameda," "Monterey," "Moreno" "Savona," "Nordica," "St. Julian."

CORRECTION.

The title "Specks" (with cut of eyeglass) registered for cigars, cheroots and stogies, January 15, 1900, for B. L. Specks, Pittsburg, should have been "Correct Smoke."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Nathan Hale Schoolhouse, La Taniola, Red Oval, Pole Horse, Oakland County Court House, El Elequento, Flyer of the Lakes, La Posada, Capricorn, Corobula, Lady Aurora, Amenity, Los Cielos, Fine Ladies, Badger, Tail, Another Nine, Nampahc, The Parmentier, Port Norfolk, Hoosier's Pride, Indiana Hillside, Colonial Rose, Lazador, Lictor, Pedro Rubio, Worry Not, Special Moscow Cigar, Grasshopper, West End Little Beauties, La Isla, La Carestia, Tonadilla, Hotel Aspinwall, The Aspinwall, Sultan's Rest, The Mullins, El Reymero, Cigaroma, Bringo, Los Orientes, Tampa Chica, Tampa Havana, Buena Park, Belle Mina, Dog on Good Smoke, Taut, Grafter, Deer Trail, Flor de Guali, Confetti, Old Hickory Club, Jura, Southfield Beauty, Lampert's Perfectos. Lampert's Especiales, A. H. S., Kokomo City Building Cigar, T. C. B., Weather Proof, Sardis, Lady Nora, Belle of Brandywine, Blue Print, The Gem of Columbia, New Castana, The Dove's Favorite, Badger Eagle, El Balto, Peekola, Old Paduke, Egyptian Princess, La Nueva Bolsa.

The Census on Tobacco.

A partial report on the tobacco crop of the country, raised in 1899, has been given out by the census bureau. The report is far from being complete, including the product of only 30 states, and some of the states of the largest production, such as Kentucky, North Carolina Ohio, Tennessee, Virginia and Wisconsin, not being included.

THE TOBACCO PRODUCT OF SOME STATES.

State	Acres	Pounds	Value
Ala	1,141	311,950	$55,581
Ark	1,887	831,700	85,393
Conn	11,120	16,930,770	3,074,022
Fla	2,056	1,125,600	240,200
Ill	2,417	1,557,460	134,267
Ind	8,219	6,882,470	445,658
Md	42,911	24,589,480	1,438,169
Mass	3,827	6,406,570	956,399
Minn	117	127,730	12,869
Mo	4,361	3,041,996	218,991
N H	109	181,644	27,920
N Y	11,307	13,958,370	1,172,236
Pa	28,260	41,502,620	2,959,304
Vt	158	291,390	43,073

Advices from Honolulu under date of March 3, state that a thousand Manila cigars, which came here with a passenger on the navy transport Solace, were seized by customs officers as a local purchaser was bringing them ashore. United States Attorney J. J. Dunne has given an opinion to Collector Stackable to the effect that they are not dutiable, and must be released on payment of internal revenue tax.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"COUNTRY INN" Our Specialty
Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco** AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS — American Lithographic Company — CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples. East Petersburg, Pa.

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio

THE UNIQUE Creaseless Case Hardened Vertical Top Cigar Molds
ARE GUARANTEED TO OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.
The Sternberg Manufacturing Co.
1702-12 W. Locust St., Davenport, Ia., U. S. A.

Ariel Tenting Cloth
For shade growing of tobacco, vegetables and market produce. Made especially for the purpose in widths of 126, 144 and 200 inches.
ORDERS RECEIVED FOR EARLY SPRING DELIVERY
J. H. LANE & CO. 110 Worth St., New York City
ARIEL MITCHELSON, Tariffville, Conn.
or, OLDS & WHIPPLE, Hartford, Conn.

"Cherry Diamond" Havana Cigars.
MATCHLESS IN QUALITY & MAKE.
McCoy & Co., New York.

M. SILVERTHAU & CO.
Manufacturers of
High Grade CIGARS
98th St. and First Ave.
NEW YORK.

TOBACCO COMPANY REPORTS.

At the annual meeting of the American and Continental Tobacco Companies, held recently, the following financial reports were submitted for the year ending Dec 31st, 1901:

American Tobacco Company.

Net earnings	$6,647,114
Dividends preferred stocks	1,120,000
Interest on scrip	180,890
Totals	$1,300,890
Balances	5,346,224
Dividends common stock	3,270 000
Surplus	$2,076,224
Previous surplus	4,308,093
Total surplus	$6,384,317

ASSETS

Real estate, etc	$5,007,145
Materials and supplies	11,024.441
Stocks in foreign companies	9 956,457
Stocks in other companies	26,581,407
Cash	1,496,661
Bills and accounts receivable	7,369,682
Patents, good will, trade marks, etc.	29,747,816
Total	$91,183,612

LIABILITIES

Common stock	$54,500,000
Preferred stock	14,000,000
Scrip of 1896	3,014,940
Preferred dividend due Feb. 1	280,000
Common dividend due Feb. 1	817,500
Accrued interest scrip	30,141
Bills and accounts payable	11,777,973
Accrued commissions	1,432
Advertising fund	377,757
Profit and loss surplus	6,384,317
Total	$91,183,612

Continental Tobacco Company.

Net earnings	$7,600,740
Preferred dividend (7 p ct.)	3,419,122
Balance	$4,181,618
Common dividend	976,922
Surplus	$3 204 696
Previous surplus	1,384,931
Profit and loss surplus	4,589,627

The general balance sheet shows:

ASSETS.

Real estate, machinery, and other property	$78,874,145
Raw and manufactured stock	7,587,741
Stock in other companies	15,591,345
Cash	3,130,627
Bills receivable	6,437,855
Total	$111,621,616

LIABILITIES.

Capital stock, preferred	$48,844,600
" common	48,846,100
7 p. ct. gold deb. bond	1,581,100
Prov. for pfd. dividend	854,780
Prov. for common dividend	976,922
Prov. for deb. interest	27,669
Advertising fund	855,237
Bills payable	3,863,833
Profit and loss surplus	4,589,627
Total	$111,621,616

Right to Boycott Sustained.

The Supreme Court of Missouri has handed down a decision touching on the rights of labor boycotts.

"If," says the decision, "the labor unions of this state are not permitted to tell the story of their wrongs, or their supposed wrongs, by word of mouth or with pen and print, and to get other persons to aid them by all peaceful means in securing redress for such wrongs, what becomes of free speech?"

The opinion specifically affirmed the judgment of a lower court, which had refused the application of the Marx & Haas Jeans Clothing Company, of St. Louis, for an injunction to restrain a Knights of Labor organization and a branch of the United Garment Workers of America in that city from pushing a boycott.

Boycotts in the cigar trade have been more or less numerous, but the question of their legality has not been tested. The above decision will therefore, be of interest to the trade.

Peter F. Murphy Goes to Jail.

A case of bold swindling was unearthed last week by the Frankford police, when one who first gave his name as John Hays, but later claimed to be Peter F. Murphy, of New York, was before Capt. Miller charged with an attempt to defraud a New York cigar manufacturer, by having ordered $600 worth of cigars to be sent to 4425 Frankford avenue, under the assumed name of Frank P. Hendley. The New York manufacturer felt somewhat suspicious, but upon looking up Bradstreet's found a Frank P. Hendley on Callowhill street in good financial standing. The manufacturer, therefore communicated with him and in that way discovered that there was something wrong. The Frankford address is a stable building occupied by Clark & Hunter, who were communicated with and instructed to receive the package and hold it. Detectives were then sent to watch the place, and when Hendley, alias Hays, alias Peter F. Murphy, called for them he was promptly arrested. Requisition papers were subsequently filed and the prisoner taken to New York.

Progress of the English Fight.

Owing to the fact that the Imperial Tobacco Company issued a circular offering large bonuses to those of its customers who undertake not to sell American goods for a term of years, the American Tobacco Company's representatives in England have agreed to give their entire net profit, plus $1,000,000 a year, for the next four years as a bonus to their customers.

In a circular Ogdens (Limited), the agents of the American Tobacco Company point out that the Imperial Tobacco Company's offer to distribute a bonus amounting to $250,000 cannot be compared with the bonus the retailers will receive if they continue to trade with the American amalgamation.

Carl Christman has purchased the cigar store of W. C. Crain, at Rockville, L. I.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

Philadelphia Tobacco Pencilings.

The weather conditions of the past week have been quite favorable to the improvement which has been experienced in the trade here generally, and our tradesmen are unanimous in saying that business is improving slowly but steadily.

The campaign of the "Florodora" three for ten cents cigar of the Continental Tobacco Co. is now on in full force. The Paragrapher learns that quite a few of the jobbers have already placed duplicate orders for them.

Within two weeks a new brand of cut plug tobacco is to be placed on this market by an independent manufacturer, who has put up the goods under a very appropriate brand name, and judging from what the Paragrapher has been shown of the goods they should be a sure succees. A strong force of demonstrators, displaymen, etc., will be immediately employed to place the large lot of advertising matter which has been already secured. An effort will be made to place the goods in every city establishment in less than four weeks time.

Arthur Hagen & Co., general representatives here of the Harry Weissinger Tobacco Co., issued a circular to the trade, under date of March 15 as follows:

Herewith we hand you samples of Harry Weissinger Tobacco Co.'s "Telegraph" 2x4, 4½ to lb. It is packed in 8 and 16 pound boxes, and will be sold to jobbers at 37 cents, less 10 per cent.

Also sample of "First Cabin" plug cut 1⅔ ounces, packed in 5 pound cartons, 10 and 20 pound cases; price 38 cents, less 10 per cent.

For introduction, we will give free until May 15, ½ pound "Telegraph" with each 8 pounds "Telegraph" and 1 pound of "First Cabin" with each 10 pounds "First Cabin" purchased from us, unless you are otherwise advised.

Soliciting a trial order, we are
Yours truly,
ARTHUR HAGEN & Co.

B. Greenwald, at Second and Market streets, is making a special drive on his Havana clippings, which he informs the Paragrapher is not a new brand but an improved package, the good effect of which is being already experienced.

J. Trexler, whose factory is at Allentown, Pa., a few weeks ago opened a very nice office and headquarters in this city at 2256 North Seventh street.

F. M Haskell, representing the Racine Paper Goods Co., of Racine, Wis, has been spending some time in this city, showing the trade a new holder for their patent coupon pocket humidors, a very neat and ornate arrangement to which the trade has been taking elegantly, and some good-sized orders have been booked.

Harvey Deardorff has purchased the cigar business of C. J. Morrison, Seventh and York streets.

E. Cohen & Son, at 512 South Second street, recently completed alterations to the interior of their store room, and have erected a comfortable office in the front of the building.

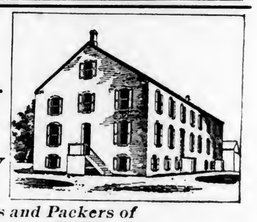
Bernard Livingston, the general traveling representative with John C. Heckert & Co., Dallastown, Pa., spent several days in this city last week, and reports having opened several new and desirable accounts for his house among the largest wholesale dealers here, and therefore has reason to be elated with his visit. Mr. Livingston has just returned from an extended western and southern trip, during which time he met with the most encouraging success, considering the fact that heretofore he had always been identified with the leaf trade.

Since Mr. Livingston left this city to continue his trip through the Eastern States, the Paragrapher has learned that during his stay here he entered into one of the most important contracts of his life, which is to the effect that he has just become engaged to Miss Edna L. Salomon, a sister of D. E. Salomon, of this city.

There is an air of prosperity around the premises of the Mindora Cigar Co., at Second and Arch streets, under the proprietorship of Edward Beyer, who reports quite a nice trade on their "Flor de Alberto" ten cent cigar, and "Mindora," "Index," and "Entrico" five cent brands. The "Mindora," their leader in nickel goods, has been pretty well placed in this city.

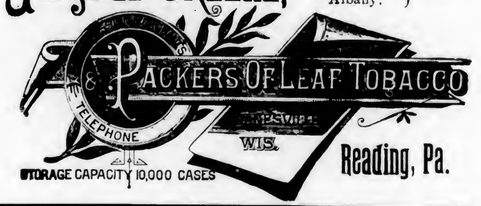
J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany, } Wis.



Reading, Pa.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty.
PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Arthur Hagen & Co. report to the Paragrapher that since the recent sampling of their new tobaccos a great many orders have been received by mail, which is evidence of the fact that the trade is taking very well with the goods.

C. Fancis Watkins, with E. G. Steane & Co., of this city, has been doing very aggressive work lately on the Gato products, for which the firm is general representative here.

The H. B. Grauley "Golden Rule" factory is now running a good force of cigar makers, and the sale of the "Golden Rule" is said to be improving commensurate with the bettered condition of the trade in general.

M. J. Dalton is expected to return from Havana to-day. They have just received the first shipment of new Porto Rico cigars put up under their private brand, which will be known as the "El Timorel"

E. G. Dunlap, with Arguelles, Lopez & Bro., of New York, is spending some little time in this city.

Among the prominent visitors to the cigar trade during the past week was Walter C. McAdoo, representing Sig. Strauss & Bro., of 298 Pearl street, New York, manufacturers of clear Havana cigars. Mr. McAdoo is making his headquarters at 539 St. Bernard street, this city

C. E. Fitzpatrick, manager of the Burnbaum cigar store, Baltimore, Md., and Mr. Lengel, of Lengel & Ernst, Reading, Pa., were also among the visitors.

Parham & Duff say they are well pleased with the way in which things have been going at their new store at 111 Market street since they took possession, as they find trade increasing steadily.

IN THE LEAF CIRCLES.

It is encouraging to note that at a time when the trade is in a rather dull condition there is some exception to it. This has been the case during the past week with J. A. Kinney, representing H. Duys, Jr., of New York. Mr. Kinney has been successful in closing a couple of good sized transactions on their line of Sumatras.

W. H. Dohan, of Dohan & Taitt, left for Cuba on Saturday last, and was followed on Monday by Jacob Labe, of B. Labe & Sons.

L. P. Kimmig & Co. have leased an additional warehouse in Lancaster.

The Loeb-Nunez Havana Co. report a very fair business in their line of Havana importations.

J. W. Eckerson, of F. Eckerson & Co., who was in this city some weeks owing to a visit to Cuba of his brother Felix, has again taken to the road and is now covering New York state and the East.

A. G. Brosey, doing a leaf tobacco and retail cigar business at 1015 Arch street for several months past, has removed to 126 North Tenth street.

Among the visitors to the local leaf trade were Geo. Gibson, of Sneeringer & Co., Baltimore, Md.; H. F. Fisher, with A. Cohn & Co., Oscar Bamberger, with S Auerbach & Co., Frank Pulver and Walter Lazar, with Sutter Bros., Julius Marqusee, and J. Lichtenstein, all of New York city.

PHILAD'A LEAF MARKET.

The leaf market during the past week has been at least better, even if not somewhat improved. Local buyers report that where single case sales recently were not infrequent, a similar class of buyers have ventured during the past week who are buying in five case lots of the same grade. It is true that no particularly large transaction has been reported during the week, yet there has been much that signifies better sales may be soon expected, and this is being looked forward to by packers and jobbers with considerable encouragement. Connecticut and Pennsylvania broad leaf have perhaps been in the lead in domestic leaf tobaccos.

The Sumatra market has been somewhat stimulated by the report of the first inscription of 1902, held last week, and in consequence a few fair-sized transactions have been reported at prices that were satisfactory to importers.

The Havana market has been fair, considering the dull season, which it is hoped is now terminating. Holders of first-class goods seem pleased with the present turn of events. Prices have remained firm.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Tobacco Warehouse Burned.

[Special to The Tobacco World.]

Warehouse Point, Conn., March 25.—One of the four warehouses belonging to Schroeder & Arguimbau at this place, and filled with 1901 Connecticut tobacco, was destroyed by fire this morning. The loss, which is total, is fully covered by insurance.

THE TRADE IN READING.

READING, PA., March 22, 1901.

Market Commissioner Peter Texter has completed making a number of improvements to his cigar store at Wood and Bingaman. The exterior has been repainted, together with the interior woodwork.

The cigar factory of George Gruber, at Stouchsburg, which had been shut down for several weeks, resumed work with a full force of hands. Many large orders have been received to keep the plant busy for several months.

Daniel J. Smith, who represents John A. Hain & Co., leaf tobacco dealers, leaves next week on an extended trip to Lehigh, Northampton, Bucks and Montgomery counties.

Rudolph Eidam, a popular musician of this city, purchased the goodwill, stock and fixtures of the Globe cigar store and pool rooms at Buttonwood and Moss streets, and took possession at once. He intends making some improvements in the spring.

F. B. Shappell, who formerly conducted a restaurant at 1137 Franklin street, has opened a cigar store and cafe at 1006 Penn street. He handles a full line of cigars and smoker's goods.

Lafayette Neider, cigar manufacturer, formerly located at 1140 Green street, took possession of his new factory at 425 Moss street, where he has better facilities for carrying on the business. He employs an additional force of hands, and intends placing several new brands on the market in the spring.

Collector of Internal Revenue Cranston, has been notified that hereafter for all bonds given by cigar and tobacco manufacturers with private sureties, a new form must be used. On this the surety must present a certificate from the tax collector showing the assessed valuation of the property or properties indicated in the bond.

A score of cigar and drug stores keep Porto Rican cigars on hand and report a large demand for them. They sell for a nickel, and are put up in attractive boxes.

LeRoy Valentine, with the firm of A. S. Valentine & Son, cigar manufacturers at Womelsdorf, returned home from a few weeks trip to Cuba, where he made purchases for the firm's supply of Havana this year.

William Schaffner, cigar manufacturer, of Womeldorf, left on an extended southern trip. He will spend a few days at the Charleston Exposition, and will also visit his orange plantation near Savannah.

HOW IT IS IN YORK.

YORK, PA., March 24, 1902.

A considerable amount of complaining is heard from manufacturers, concerning poor trade; some of this may be general, but as there is a depression in other branches of trade, and as the cigar trade seems to be the last to pick up after such depression, we can naturally expect dullness until after the first of April, when, as in former years, it is more than probable that the trade will resume activity.

Shaw & Smith, of Dallastown, are erecting a new factory for their increasing business. They expect to remove to their new quarters in May, when they will increase their force of workmen.

Wm. Shook, superintendent of the National Cigar Co., of West Manchester, has unfortunately met with the loss of his oldest child, the funeral of which took place on Sunday last.

Barney Livingston, with the J. C. Heckert Co., at Dallastown, has returned after a most successful business trip, and after making the necessary arrangements left on Tuesday for another trip to a different section. The firm report business as very good with them at present.

The Herman Warner Cigar Factory located here represents the working place of an enormous amount of cigars disposed of annually by the Herman Warner Cigar Co., of Chicago, advertised as the "cheapest cigar house in the country." Another adjunct to this concern is a factory operated in Porto Rico by Seth Warner.

Visitors to the city during the week were Mr. Sheppen, representing M. C. Miller, of Hartford, Conn; Mr. Loeb, of the Loeb-Schwartz Co., Philadelphia, and F. Eckerson, of F. Eckerson & Co., Philadelphia.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Our **1901** Crop
of
FLORIDA SUMATRA
IS NOW READY.
The Finest Ever Raised.
A. COHN & CO.
142 Water Street, NEW YORK.

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes
Union Made
All Sizes
M. Steppacher, Reading, Pa.

G.A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Esperanza" and "Mexico."

CIGARS	cases
G. S. Nicholas, New York	44
Park & Tilford, New York	37
Acker, Merrall & Condit, New York	25
Waldorf-Astoria Segar Co., New York	9
B. Wasserman, New York	8
Duncan & Moorhead, Philadelphia	7
S. S. Pierce Co., Boston	7
M. Blaskower & Co., San Francisco	6
Grommes & Ulrich, Chicago	5
H. H. C., San Francisco	4
B. Regensburg & Sons, New York	3
Lilienfeld Bros., Chicago	3
Calixto Lopez & Co., New York	2
R. Steel, Philadelphia	2
T. Wright & Co., St. Louis	2
M. A. Gunst & Co, San Francisco	2
American Cigar Co., New York	1
Michaelis & Lindeman, New York	1
Cobb, Bates & Yrexa	1
L. G. Deschler, Indianapolis	1
Best & Russell Co., Chicago	1
Sprague, Warner & Co., Chicago	1
J. Baron, San Francisco	1
Total	173
Previously imported	1,389
Imported since Jan. 1, 1902,	1,562

LEAF TOBACCO	bales
L. Blumenstiel & Co., New York	319
American Cigar Co., New York	200
E. Rosenwald & Bro., New York	160
A. Pazos & Co., New York	119
Hinsdale Smith & Co., New York	111
E. M. Schwarz & Co., New York	92
F. Miranda & Co., New York	75
J. Bernheim & Son, New York	75
M. Kemper & Son, Baltimore	74
F. Oppenheimer, New York	61
Crump Bros., Chicago	58
L. Friedman & Co., New York	55
Sternemann Bros. & Hayden, Milwaukee	52
E. Arend & Son, New York	44
E. E. Ellinger, New York	35
Weil & Co., New York	35
Loeb-Nunez Havana Co., Phila.,	29
T. H. Cayro & Son, New York	27
Domingo Aldas, New York	26
S. L. Goldberg & Son, New York	25
A. Cohn & Co., New York	21
Order "W"	21
E. A. Kline & Co., New York	17
Rothschild & Bro., New York	15
Voneiff & Vidal Cruz, Baltimore	12
T. Hirsch & Son, New York	10
I. Kaffenburgh & Son, Boston	10
J. Merfeld & Co., New York	3
Calixto Lopez & Co., New York	3
Total	1,782
Previously reported	25,223
Imported since Jan. 1, 1902,	27,005

TOBACCO MARKETS.

CONNECTICUT VALLEY.

Sales to a limited extent continue, but too often there is no price mentioned. The probabilities are that the prices are so small that the seller doesn't care to have it known. The idea of concealing the price obtained from his own neighbors and personal friends oftentimes serves to injure the neighbors and friends. As it certainly compels them to admit that though the crop was known to be a good one, and the seller a good judge of the crop, and fairly posted as to market conditions, no price is given, thus having the effect of compelling the neighbors and friends to sell at a low price. Yet the first seller would be mad if charged with aiding a buyer to take in his friend. The Connecticut Valley has lost this year fully a million dollars by their hasty sales. It really seems as though half of the growers were incompetent to sell their crops.

Our correspondents write:

Feeding Hills, Mass.: "Edmond H. Smith, of the Hinsdale Smith Company, is to raise 125 acres of tobacco this coming season, 20 acres under cloth shade. His farm manager, John Shay, has been busy in cutting and healing the posts for the tents. They have a large quantity of cloth and other materials for the tents, and they propose to surround the entire 125 acres with cloth to keep out grasshoppers."

Conway: "Charles Parsons & Son sold 8 acres at 8 cents, and C. K. Childs 1½ acres at 10 cents. Only 2 crops remain unsold."

Northampton: "One lot of 3 acres sold at 13 cents, and one of 6 acres at 10 cents. My correspondent writes: 'I helped assort this last lot; it was a good one, with no pole burn in it, and I should say there were 25 per cent. of light wrappers,' and this correspondent is a first-class cigar roller." [What can a man be thinking of to sell such a crop at but little more than a filler rate?—Ed.]

Southwick: "Several parties here, among them Mr. Nobel, are to grow fully 10 acres under shade this year. About the usual amount will be set."

Agawam: "I have to report the sale of several crops of tobacco in bundle, at an average of nearly 13 cents. The bulk of the crop is now sold."

East Windsor: "Many sales have lately been made at from 12 to 16 cents, and one grower refused 17 cents. Active preparations for the coming season are visible on every side."

Wethersfield: "There has been considerable many lots of tobacco sold here the past week, but we haven't as yet received the list of prices.—American Cultivator.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

THE UP-TO-DATE SYSTEM

We have long since passed the days of the stage coach and the tallow candle. Nobody wants to go back to them.

We have also passed the days of slow, inefficient methods in the cigar business as in everything else.

It is of the utmost importance to be up-to-date.

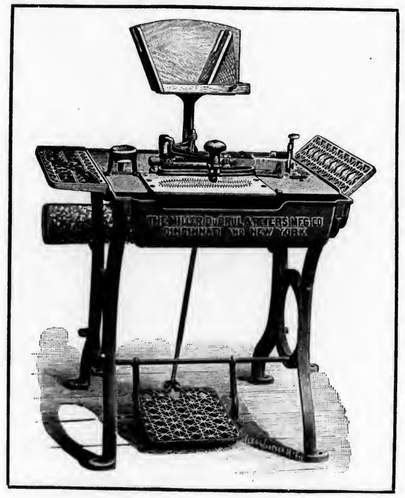
If the other fellows would stay back with you, you might be content to lag along in the same old rut.

The trouble is, though, that they won't do it.

The enterprising competitor insists upon installing the latest and best tools and equipment, which give him the biggest kind of an advantage. The only way you can save your business is to adopt these methods yourself.

The very latest thing in the cigar making business is the DuBrul Dieless Suction Table.

This is by far the best cigar rolling system ever placed before the trade and it is surely going to supplant all others.



The picture of the DuBrul Dieless Suction Table is shown in this advertisement.

Its superiority is due to the fact that it has no dies or rollers.

The cutting is done with a circular knife, which swings up out of the way of the operator when the wrapper is cut, leaving everything free to roll cigars, without being hampered by dies, fixed or movable, with all their complications, irritations and aggravations.

This table enables the operator to do more work and better work in less time and with less wrappers than any other table ever made.

There is absolutely no doubt about this; we have proved it by test.

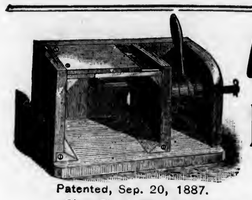
We urge every enterprising cigar manufacturer to write to us to-day for full particulars, prices, etc.

We will also give you particulars of our Die Table, if you wish. It is the best of the kind. We have both styles to show at our offices.

Ask for booklet W. S. when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



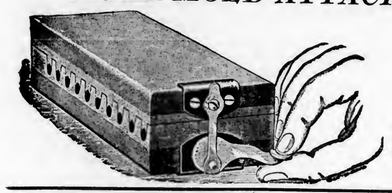
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

BALDWINSVILLE, N. Y.

A considerable amount of tobacco has been delivered at the ware houses during the past week and a number of sales have been reported at about the same prices as prevailed last week. S D. Green, representing J. Bunzl & Son of New York, is still here and has been riding daily K S Falk of G Falk & Bro., of New York, is here and has been riding with the firm's local representative, J. T. Skinner. George D. Erisman, of Lancaster, Pa., is registered at the Seneca House and has been riding with Wm. Ward. Max Stern, of New York, is also registered at the Seneca and has been receiving the purchases made by R. F. Thorn for Lewis Sylvester & Son. A. Heinke, the local representative of Charles R Goldsmith & Co., has recently purchased the following crops assorted: Peter Michels, Warner, 3½a, Emmett Cole, Bangall, 1¼a, F. Donahue, Sixty, 2½a, August Knapp, 2a, Adam Lunney, 3a, J Easterbrook, 2a, R. C. Melvin, 6a, George S. Judson, Clay, 1½a, Charles Hoag, 1½a, John Klotz, 2½a, Richard N. Kratzer, Sorrell Hill, 2½a, G. W. McCauley, Pine Hill, 1¼a, G. M. Bettinger, Three Rivers, 2a, Wm. Van Derveer, 1a, Willard Bacon, Lamsons, 5½a, C. A. Rice, Little Utica, 2a, Losey Bros., Little Utica, 5½a. Mr. Heinke has also bought the following crops in the bundle: J. Pitt, Bangall, 1a, James Ryan, Kingdom, 3½a, B E Ball, Hardscrabble, 3½a, C. R. Kellogg, 2½a, Orson Loveless, Hortontown, 3a, F. W. Butts Phoenix, 2½a, George Rouse, 4½a. Patrick King, Camillus, 5a, W. J. Butts, Phoenix, 2½a.—Gazette.

MIAMISBURG, OHIO.

Buying of new Zimmer and seed leaf has now become quite general, about all of the regular packers being identified in the movement, and for reasons best known to themselves, presumably, some packers are apparently conducting their operations under the cloak of an alias and withholding their real names from the public. Numerous sales are reported from day to day, and it is remarkable how rapidly the tobacco is being swept from the country. Deliveries are of almost daily occurrence, though not of such magnitude as they would be if all of the tobacco was packed. The price paid for Zimmer is uniformly 10c through, with occasional rumors of a small premium for extra handling. The price of seed-leaf varies from 6 to 8c through, with the bulk of transactions at 7c.

Considerable ill feeling has been engendered here lately, through reports of a system of docking indulged in by an outside party while receiving. It is claimed that this party practices docking wherever possible and without just cause, thus realizing the benefit of an average reduction of 2c a pound from the contract price, which is equivalent to an actual steal. Farmers should adopt vigorous methods in resisting these sharks, whose unfair tactics not only result in serious loss to the farmers themselves, but work a great injustice to every honorable packer, who must compete with these people in selling.

If the tobacco growers fail to combine to knock out dishonest packers, the result will be honorable and honest packers will be compelled to withdraw from the field, as they cannot compete with dishonest buyers, who by systematic docking and scheming rob the farmer and obtain their tobacco below the market price.—News.

EDGERTON, WIS.

The buying movement is gaining some headway but the bulk of the transactions are for the cheaper grades of the crop that can be secured at around a 6 cent mark. Buyers are riding the growing districts quite freely of late and closing what contracts that can be made at about the figures indicated. It appears that there are plenty of growers who still have their tobacco in bundle that are willing to accept the terms.

The American Cigar Co. are also credited with buying 125 acres in northern Dane county at from 7 to 8 cents, some being assorted crops.

The condition of the cured leaf market remains unchanged with

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463. ESTABLISHED 1871.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

only a moderate business in small lots. L. B. Carle & Son report the sale of a 125cs lot of 1900 to S. L Johns, and Geo. Rumrill 120cs for the week past.

Shipments, 667cs.—Reporter.

JANESVILLE, WIS.

The market at Janesville and vicinity remains unchanged since last report. Local buyers are not looking up crops to any extent. Those still in the hands of the farmer are on the average a cheaper grade and held too high to warrant investment. The weather is very favorable for handling goods, and growers who feel inclined to accept the prices offered, are making deliveries.

In old goods there have been no extensive sales reported during the week.—Farm and Home.

HOPKINSVILLE, KY.
M. D. Boales.

Offerings again small of Common and Medium tobaccos. The market was much stronger in tone and bidding active, resulting in sales of three-fourths the offerings. There is more inquiry and I expect offerings to increase largely in the next few weeks. Large receipts of loose tobacco and it is estimated now that 90 per cent. of the crop has been sold and two-thirds of the crop delivered. Hogshead receipts are fairly good, and expect large sales during April, May and June, and season promises to be shorter than usual. Lugs will be scarce and promise to be higher than for years, as well as Common Leaf, as low grades have become popular with the world's trade, and being smaller in quantity. Demand will cause higher prices.

Lugs-Low, 4 to 4¼c; Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c; Fine, 5¾ to 6c.

Leaf—Low, 5¾ to 6c; Com., 6 to 7c; Med., 7 to 8c.

Receipts for the week, 495 hhds; year, 2,995. Sales for the week, 34; year, 216.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of new tobacco this week were 875 hhds.; offerings on the breaks 97 hhds; public and private sales 124 hhds.

The market was firm to strong on all Lugs and Leaf of merit.

Receipts are now full and offerings were expected to be larger, but sellers are holders at present, looking for a more favorable market later on.

Receipts at the factories continue large, but will soon slacken off, as the bulk of the loose crop has been delivered.

Western stemmers begin to think that the "Imperial Tobacco Co." has set a trap for them; encouraging them to stem freely, and then arranging to buy in States in competition with them. A short crop this year would change the situation.

Quotations:

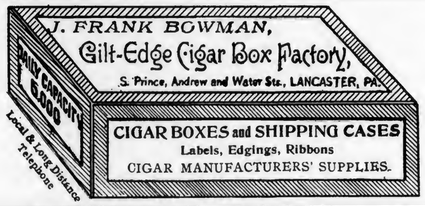
Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00

Yes, the Spanish war was quite an expensive item. But the consumers of whisky and tobacco provided for the bulk of the bill—some $168,000,000. And yet some folks think they should keep on paying.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.



J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed & Havana CIGARS
LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.

We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

Red Lion, York Co. Pa.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

BOX MANUFACTURERS VINDICATED.

Conspiracy Charge not Proven.

Stephen Lentsch, a cigar manufacturer of St. Paul, Minn., recently brought suit demanding $5,000 damages, against the Wilson Box Co., George B. Thera and John L. Hertz, all cigar box manufacturers at St. Paul. Mr. Lentsch alleged conspiracy on the part of the cigar box manufacturers to prevent him from selling his goods by refusing to sell him cigar boxes in which to pack his cigars, and ascribed their refusal to a conspiracy among them to injure him in his business. In support of this averment it was shown by the plaintiff that he had owed a bill of $35 to one of the defendants which had been expunged by reason of the fact that he had passed through bankruptcy, and it was argued by his counsel that the refusal of the defendants to sell him boxes, even for cash, was in the nature of a boycott to coerce him to payment of that old indebtedness. Hence his demand for $5,000 damages.

After hearing the testimony for the plaintiff the court granted a motion of the defendants to dismiss the case on the ground that conspiracy had not been shown.

The foregoing is interesting in view of the fact that about two years ago the cigar box manufacturers in the western states resolved themselves into an association which, while not incorporated, has undertaken to regulate its business in such manner as is deemed proper and adequate for its own protection. Among other things the association conducts a credit system requiring customers to pay their debts or look elsewhere for their supply of boxes. It is one of the first cases that has been brought up since the credit system has been put into operation, and the trade at large will no doubt be much interested in knowing the foregoing.

NEWS NOTES.

Cyrus H. Frantz is opening a cigar factory at Goshen, Ind.

R. B. Martinez has opened a new cigar store at 22 S. Royal street, Mobile, Ala.

Lee Brothers are to open a new cigar factory at Onaga, Neb., in a short time.

W. W. Levy, of Chicago, is to start a cigar factory at an early date at Delavan, Ill.

E. A. Robinson & Co., of Maysville, Ky., are building an extension to their cigar factory.

Bert Jackson, of Celina, O., has purchased the tobacco business of Evans Bros., at Toledo.

J. R. Van Fleet will join his brother-in-law, C. C. Gatch, in opening a cigar factory at Lansing, Mich.

B. F. Strigle, formerly employed by Swisher Bros., Newark, O., is opening a cigar factory at Lancaster, O.

The striking cigarmakers at the Hernsheim factory, New Orleans, have returned to work on the old conditions.

The American Cigar Company has taken possession of its new factory building at 6th and Mechanic streets, Camden, N. J.

H. Schneider & Co., tobacconists, at Grand Rapids, Mich, will on April 15th take possession of a new store at 39 Monroe street.

The Piqua Cigar Company is a new concern recently formed at Piqua, O. Chas. W. Magee is President and C. H. Genslinger is manager.

F. B. Colville has purchased the Warwick cigar store, at 520 Riverside avenue, Spokane, Wash., from M. Ferguson, who is going into business at Sandpoint.

John Kepple, a well-known tobacconist of Harrisburg, died there last week, in his 83d year. The business will no doubt be continued by his son, Edward C. Kepple.

The F. F. Adams Tobacco Co., of Milwaukee, Wis., has filed an amendment to its articles of incorporation, increasing the number of its directors from three to eight.

The Nicholas Kuhnen Cigar Manufactury, of Davenport, Ia., is putting in a new front and will move its office to the front of the building. It has been in the rear.

Fauth Bros., cigar manufacturers of Aurora, Ill., have changed the firm name to Fauth Bros. & Co., W. J. Esser being admitted to a one-third interest in the business.

M. F. Greene, of J. L. & M. F. Greene, of Janesville, Wis., has perfected a new device for lifting tobacco cases in their warehouse, by means of an electric motor to operate pulley and tackle.

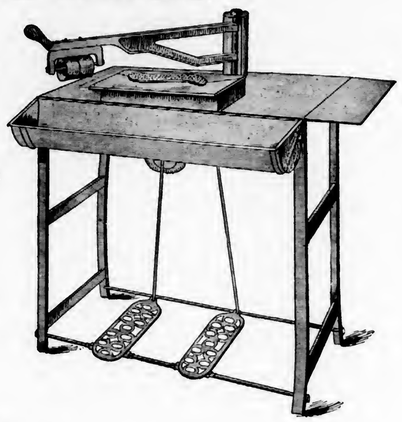
John Lewis Denham, who for twenty years had been in the cigar and tobacco business in Washington, D. C., died at his home in that city recently. His store is at 6th street and Pennsylvania avenue.

Thomas Gallaher, the Belfast, Ireland, tobacconist, has closed a contract for the erection of a tobacco rehandling house to cost $75,000, at Owensboro, Ky. The business will be managed by Henry Byers.

The Havana Company, of Ithaca, Mich., has made much progress and lately improved its plant considerably by alterations. Ample accommodations for an increased force of cigarmakers is now at their command.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

The Merkel Cigar Co., of New York city, has been incorporated, with a capital of $10,000. The directors are Joseph Merkel, of Allentown, Pa., and F. R Konigsberg and Charles Sahlein, of New York city.

It is said that the Bradley Cigar Company and the G. J. Johnson Cigar Company, two of the principal cigar establishments in Grand Rapids, Mich , are now seriously contemplating the adoption of the Union wage scale.

Fire originating in the basement of the Benninghaus Tobacco Company's factory, 26 South Howard street, Baltimore, last week, damaged the building to the extent of $500. The loss is fully covered by insurance. The flames were confined to the cellar.

Papers have been filed with the county clerk at Binghamton, N. Y., of a copartnership formed by John B. Rogers and Oliver C. Kingsley to conduct the cigar business at Nos. 301–5 Water street. The firms will be known as John B. Rogers & Co., and the Leward Cigar Company.

Waitt & Bond, cigar manufacturers at Boston, Mass., have filed certificate of incorporation at Portland, Me. Capital, $500,000. The president is Amos L. Hatheway, of Boston, and the treasurer A. O. Waterman, of Malden; Henry Waitt, of Newton, Mass., and Charles H. Bond, of Boston, are two of the directors.

The Nashville (Tenn.) American says: "Many boys will find it difficult to learn to smoke as the House of Keys intends to pass a Draconian law on tobacco. Tobacconists who sell to any one under 18 years of age will be liable to a fine of $50 or a month's imprisonment, or both, while persons under 18 found using tobacco will be subject to a fine of $10 or seven days' imprisonment or a whipping.

Ramon Villalonga, of Tampa, Fla., has sold an interest in his cigar manufacturing business to J. G. Lowe. The new firm will considerably enlarge the output of the factory and enter the field for orders from jobbers. It is expected that the firm will have a large business within a short while. Several new brands have just been added to the list of those owned by the concern, and a large quantity of fine tobacco has been purchased in Havana.

George L. Kremer, a cigar dealer, of Toledo, O., recently sued by the Horwitz Cigar Company, of Baltimore, Md., on 2,500 "Girls of Cuba" cigars, has filed his answer in Common Pleas Court offering to pay into court $16.50, as that is all he sold out of the lot, as he says the cigars were not good, and he had a contract with the agent of the Company to sell what he could and return the rest. When he sent them back, however, the company refused to take them.

Chas. J. Thorne has opened a fine new store at Owosso, Mich., in the Thomas Block. Along both sides of the interior are wall show cases of oak with large glass doors, affording a chance for a nice display of goods. A series of up to date show cases further display Mr. Thorn's large stock of goods. A full line of staple and fancy cigars, tobaccos, cigarettes, pipes, etc., is in stock and everything usually found in a well appointed tobacco store will be kept. In the rear of the salesroom is a small and nicely furnished smoking room for patrons.

The Mercantile Trust Company, of St. Louis, Mo., announces that it will sell the mammoth building of the M. C. Wetmore Tobacco Company at auction on the last day of this month. The building is located at Fourteenth and Papin streets. It is six stories high, of brick, iron and stone construction, erected on a lot 331x140 feet and contains 240,000 square feet. Since the Wetmore Company was absorbed some months ago, the factory has not been operated. The building is a massive structure suitable for manufacturing business The property will be sold on the premises.

An involuntary petition in bankruptcy was filed against E. T Hayes and J. W. Whatley, of Talladega, Ala., partners as E. T. Hayes & Co. The petitioners are the Southern Tobacco Company, of New Orleans, the Hanna Manufacturing Company, of Knoxville. the Frank E. Block Company, of Atlanta, and others who alleged that the defendants have committed an act of bankruptcy in allowing a judgment to be recovered against them. They say the amount of their unsecured claims is over $500. The defendants admitted in writing their inability to pay their debts, and Judge Jones on petition of the plaintiffs, appointed W. H. Boynton receiver.

At a Methodist conference held at Salem, N. J., last week, Rev. Geo. Hughes, of Ocean Grove, presented the following preamble and resolution;

"Whereas, It is said on reliable authority that in the holding of fairs and festivals in some places even the sale of tobacco is tolerated, and that some of the young ministers especially who are desiring to keep themselves pure and to maintain a good conscience before God are embarrassed by such actions. Therefore,

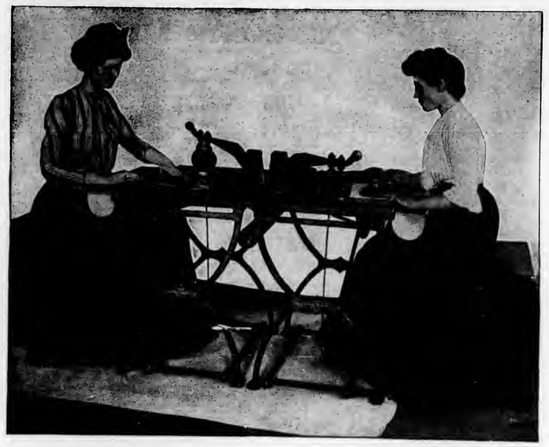
"Resolved, That we recommend close adherence to the law of the New Testament, which inculcates an intelligent, hearty and systematic devotement of earthly substance to the Lord, and to refrain from those modern expedients which are poor substitutes for God's methods of finance; and especially do we emphatically condemn the sale of tobacco on these occasions or any other practice not in accordance with God's word and Methodist discipline."

According to recent tables completed in the census bureau the nine north Atlantic states had in 1899 17,872 farms where tobacco was grown, comprising a total of 53,783 acres, with a production of 79,272,234 pounds, valued at $8,233,051. In the eleven western states tobacco was grown on 113 farms—62 acres, 31,810 pounds, valued at $5,716.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. W. BRENNEMAN,

Packer of and Dealer in **Leaf Tobacco**

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,

Hellam, Pa

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. **COLUMBIA, PA.**

The Horwitz Cigar Co.

224--6 W. Camden St.

Baltimore, Md.

Manufacturers of these Leading All-Tobacco LITTLE CIGARS:

STAPLE

15 Cent Package

JIMP

5 Cent Package

Ten in each box.
Noted for Excellence.
Are Mild and Sweet.

Sold to the **Wholesale and Jobbing Trade only.**

SPECIAL INDUCEMENTS to Jobbers taking an active interest in the sale of these goods. Correspondence invited.

HOW IT IS DONE IN VIRGINIA.

A Grand Struggle for Supremacy.

The Richmond (Va.) "Times" is responsible for the statement that a struggle is on at Winchester, Va., between the American Cigar Co., and the Cuba Rica Co., a local factory commenced about a year ago by Ralph Savage and Marcus Davis. Their leading brand is known as the "Charley Rouss" 5 cents cigars.

Recently the American Cigar Company flooded that market with their "Cubanola" brand and covered the entire sides of many houses with huge advertisements.

Now the A. C. Co., is accused of having connived with someone, bought a large lot of the "Charley Rouss" brand at the regular whole sale price and shipped them back there for retail at three for five cents

Some stores are selling the "Cubanolas" at two for a nickel.

LATE REVENUE DECISIONS.

Tin Foil Wrappers for Cigars.

A collector who reported that he found boxes of cigars on the market put up in bundles of five or ten cigars, wrapped in tin-foil (unsealed) in such manner that the bundles had to be opened before the number of cigars could be readily determined, was advised that the use of tin-foil wrapping is authorized by the regulations without reference to the number of cigars that may be put up in each parcel or bundle, provided a statutory number of cigars is placed in each box.

Use of Tin Tags in Prize Schemes.

The Commissioner has ruled that a manufacturer may use trade mark tin tags by attaching the same to the tobacco contained in a statutory package, but that no loose advertisement card, tin tag, circular, certificate, or other foreign article, can be placed in a statutory package of tobacco; nor can manufacturers' labels, trade mark tin tags, trade mark strips or spacing strips be used if they contain, or have connected with them, any promise or offer of, or any order or certificate for, any gift, prize, premium, payment or reward. But a manufacturer may place stamped statutory packages of tobacco in cartons, shipping cases or crates, and such shipping cases or cartons may also contain packages of advertisement matter, though such matter can not be attached to or placed in, or form a part of the statutory package.

Sale of Leaf Tobacco by a Manufacturer Closing His Factory.

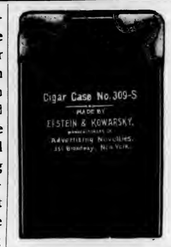
In passing upon the request of a cigar manufacturer, who proposed to close his factory, for permission to dispose of his leaf tobacco to other manufacturers, the Commissioner advised the collector for the district that if the manufacturer had not purchased leaf largely in excess of the demands of his own factory, and his sales were confined to accumulated stock, the office saw no objection to issuing special permits on Form 100 authorizing the sale and transfer of his leaf tobacco to other manufacturers; but if he purchased leaf tobacco for the purpose of reselling or supplying other manufacturers with material, he would be regarded as carrying on business as a dealer in leaf tobacco, and should be required to qualify and pay special tax as such at some place not constituting a part of his bonded factory premises.

Subdivision Packages of Tobacco.

The Commissioner has authorized the use of a strong manila paper 16 ounce package (properly marked, branded and stamped) and containing 32 small unsealed subdivisions, each containing not more than three-fourth of an ounce of chewing and smoking tobacco, and each bearing the name and brand of the manufacturer and the words, "This is an authorized subdivision taken from a properly stamped package." The manufacture was cautioned, however, that he was not privileged to break stamped packages for the purpose of distributing the subdivisions to unstamped packages, or for sending them through the mails to consumers, though such statutory stamped packages can be broken by a salesman or by a manufacturer's agent, or by a dealer in tobacco, after the package has been removed from the factory properly labeled and stamped, and such persons would have the right to distribute the tobacco to consumers directly from the stamped package. The person who removed the contents from the larger package must at once destroy the stamp affixed thereto.

Leaf Dealers' Books.

The Commissioner has recently ruled that a leaf dealer is required to enter on his book 59 the names of individual farmers from whom he receives leaf tobacco, though where a dealer has registered and paid special tax at one place of business he may have an outside storage warehouse where he may receive and store leaf tobacco purchased or received exclusively from farmers or growers, without being required to pay special tax at that place, or enter on book 59 the names of individual farmers from whom tobacco is received, provided all purchases and sales are conducted and consummated from the principal place of business, and at which book 59 is kept, which may show



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Thos. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

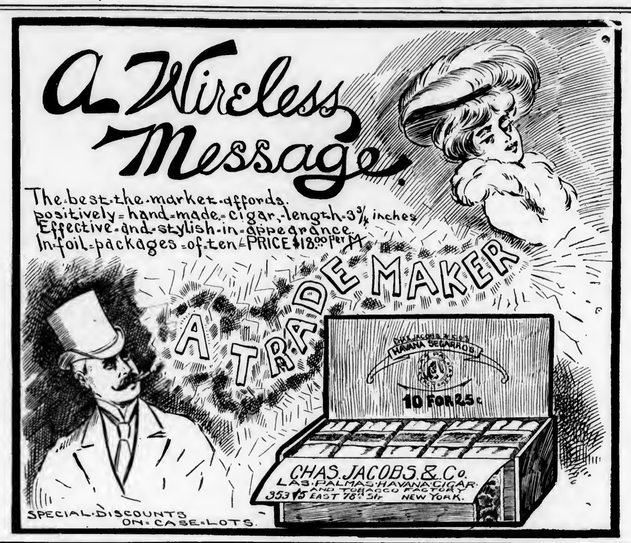
LARGEST **Lithographers,** CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. 1le Droit Building, WASHINGTON, D. C.



LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH St PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. D. BOALES,

Leaf Tobacco Broker

Cable Address, "Boales," U. S. A.
Van Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

M. H. Clark & Bro

Cable Address, "CLARK."

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855.

Please write for them

Guaranteed to be the Strongest, Cheapest, and Best

THE WORLD'S

Profitable Inches

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE

KLEINBERG'S Chico

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

If you are looking for a **Leader**
—TRY—

STAGE QUEEN,

The Incomparable 5-Cent CIGAR . .

W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,

PACKER OF AND DEALER IN . . .

LEAF TOBACCOS

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,

Importer and Mfr. of

Arabi Pasha

CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck"

NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila.

Bege Bros., Manufacturers of **Cigars**

No. 4353 Main Street,

MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,

Manufacturer of Russian and Turkish

Tobacco and Cigarettes

WHOLESALE,

Gold End Cigarettes a Specialty.

557 N. Second St., Philadelphia.

from time to time the aggregate quantity of leaf tobacco purchased weekly or monthly from farmers, and which is stored in the outside warehouse; and that where such outside warehouse is alleged to be exempt the leaf dealer is required to show that the tobacco stored, or to be stored, was or will be purchased exclusively from farmers, and that the warehouse is not used as a place of business for buying and selling leaf tobacco or consigning leaf tobacco from that place to other leaf dealers for sale on commission.

Cigarettes Shipped to Porto Rico.

A manufacturer reported that on a brand of his cigarettes, tax paid at 54 cents per thousand, and shipped to Porto Rico, an additional tax of $1.00 per thousand is assessed on their arrival in that island. He requested that he be permitted to export these cigarettes in bond, in order to escape the payment of the 54 cent tax in this country, but was advised that no exportations in bond could be permitted to Porto Rico, it not being a foreign country, but regarded as American territory, and that under the existing laws and regulations cigarettes could not be removed from the place of manufacture without the payment of tax; that the laws of Porto Rico provided a tax of $1.00 per thousand on all cigarettes brought into that country from the United States, and also required a tax of $2.00 per thousand to be paid on cigarettes brought in from any other country except the United States; that under the conditions presented there appeared to be no relief for him, and that to dispose of his product in Porto Rico he would be required to pay the Internal Revenue tax in this country, 54 cents, and the Porto Rican tax of $1, before his goods could be landed in Porto Rico for distribution.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD

FACTORIES: DETROIT, MICH. COVINGTON, KY.

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.

IMPORTER OF CIGARS, CIGARETTES, PIPES, SMOKERS' ARTICLES, &c.

40 W. Orange St.

Lancaster Pa.

Our Leading Brands: LANCASTER LONG CUT · LANCASTER CUT PLUG · SHIRK'S 5c. DURHAM · TROTTER SCRAP · For Chewing and Smoking

Payment of Rebate Claims.

To facilitate and avoid delay in the indorsement of warrants for the payment of rebate claims under the act of March 2, 1901, which warrants are now being drawn at the rate of 800 to 1,000 per day, the Commissioner has advised that indorsements of warrants by executors, administrators, guardians, trustees or other fiduciaries, must be accompanied by certified copies of court records or powers of attorney under seal, or letters testamentary, or letters of administration, or of guardianship, as each case may require. All evidence of a fiduciary nature is generally attached to warrants after they have been delivered to and properly authorized by the administrator, executor or trustee, and the papers are then forwarded to the Assistant Treasurer of the United States, to whom the warrant is directed, instead of being forwarded to the Comptroller of the Treasury. If the papers are in proper form, payment is made; otherwise the letters of administration, appointment of trustees or powers of attorney are forwarded to the Treasury Department for an opinion as to the correctness of the power. Payees and indorsers of warrants must indorse by their own hands; officials (that is, presidents or secretaries of corporations), officially with the full title; firms by the use of the firm signature by a member of the firm, not by a clerk or other person for the firm, unless authorized by a power of attorney executed under seal. Their indorsement must be the written signature, not a printed signature by a hand stamp, by the person whose indorsement is required. Powers of attorney must describe and identify the warrant, as provided by section 3477, Revised Statutes. Each collector of Internal Revenue has been supplied with a copy of Department Circular No. 149 relating to the indorsement and payment of Treasury warrants, so that the collectors may give the needed information to claimants residing in their several districts.

BUSINESS CHANGES, FIRES, Etc.

Colorado—Denver—A. M. P. Abbott, cigars; succeeded by J. T. Turner

Connecticut—Hartford—Thomas Little, cigar manufacturer; moved to Westfield, Mass.

New Haven—Charles H. Day, cigars, etc.; closing business.

New London—P. L. Shea, cigars; R. E. mortgage $2,900.

District of Columbia—Washington—John L. Denham, retail cigars and tobacco; dead.

Illinois—Chicago—E. S. Fogg, cigars; bill of sale $7,000 — Grommes & Kennedy Co. (not inc.) cigar mfrs.; damaged by water, insured —E. Wollock, leaf tobacco; petition in bankruptcy.

Iowa—Marshalltown—H. C. Martin, cigars; burned out.

Michigan—Coldwater — O'Shaughnessy Bros. cigar mfrs; renewed chattel mortgage $1,900.

Frankfort—Anderson & Co. cigar manufacturers; succeeded by Blumenberg & Shepard.

Minnesota—Duluth—Riseley & Blake, cigars; closed under mortgage.

Montana—Butte—Montana Cigar Mfg. & Leaf Tobacco Co., incorporated; capital $25,000.

Helena—Britt & Klei, cigars; A. J. Klei withdraws.

New Jersey—Belvidere—S. G. Raisley, cigars and tobacco; succeeded by George Widenor, Jr.

New York—Buffalo—N. A. Gibbs, cigars and tobacco; succeeded by H. W. Faull.

New York city—J. Cosio, cigar manufacturer and leaf tobacco, dead —Henry Rosenwald, of E. Rosenwald & Bro., leaf tobacco; dead — Sieber Cigar Mfg. Co. increase of capital stock from $10,000 to $50,000.

Poughkeepsie—J. A. Wilson cigars; succeeded by G. M. Buckley.

Syracuse—R. V. Gonzales, cigar mfr. bill of sale, $300.

Ohio—Cincinnati—Altshool & Bejach, wholesale cigars; dissolved, Bejach continues.

Pennsylvania—Milton—G. D. Fox, tobacco; succeeded by S. W. Keller.

Philadelphia—Emma Louis, leaf tobacco; adjudged a bankrupt.

Reading—E. G. Readinger, mfr. and retail cigars; satisfied mtge. $1,800.

Williamsport—James B. Ivins, tobacco, succeeded by Gettler & Missigman.

Utah—Park City—Quinn & Muiller, cigars; dissolved Quinn continues.

Salt Lake City—C. E. Street, cigars; sold out.

Washington—Seattle—J. R. Brewster, cigars; sold out to Shaks & Smith.

PATENTS RELATING TO TOBACCO.

695,789 Device for delivering and igniting matches; Wm. H. Burden, Wilkinsburg, Pa.

695,800 Collapsible match box; John Dellinger, Buffalo, N. Y.

695,672 Implement for opening cigar boxes; Francisco R. Diaz, Tampa, Fla.

695,640 Machine for filling paper cigarette tubes; Gustaf A. Hagelberg and L. Lindelof, Helsingfors, Russia.

695,571 Machine for cutting tobacco; Frederick L. Lorden, Wellington, New Zealand.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY.

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price Lists on Application.

FOR SALE BY ALL DEALERS

VIRGINIA · PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TRADE will Follow

the introduction of the

High Grade Seed and Havana **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street, READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Polare Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER.

"How Bitter a Thing it is to Look into Happiness Through Another Man's Eyes."

Attain happiness and increase your business, like the other fellow, by laying in a stock of either

CHIEF RABBAN
WYOMING ELK **10c.** LADY MAR
MEASURE FOR MEASURE **5c.**

Others tell us *"The Price and Quality are Right."*

PENN CIGAR COMPANY,
Reading, Pa.

MOORE & LANNING

Manufacturers of High Grade

CIGARS

OUR LEADERS:
"La Flor de Admiral Goldsborough"
"La Resina" 10c.
"Figarella" 5c.

RICHLAND STATION, PA.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers
PHILADELPHIA

LIBRARY. RECEIVED JUN 3 1902 U.S. Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 14. | PHILADELPHIA, APRIL 2, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

Are you in the market

for

ZIMMER SPANISH?

If so,

You cannot do better

than to look at

Samples of Our Packing.

The Goods are Fine and Our Price Reasonable.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

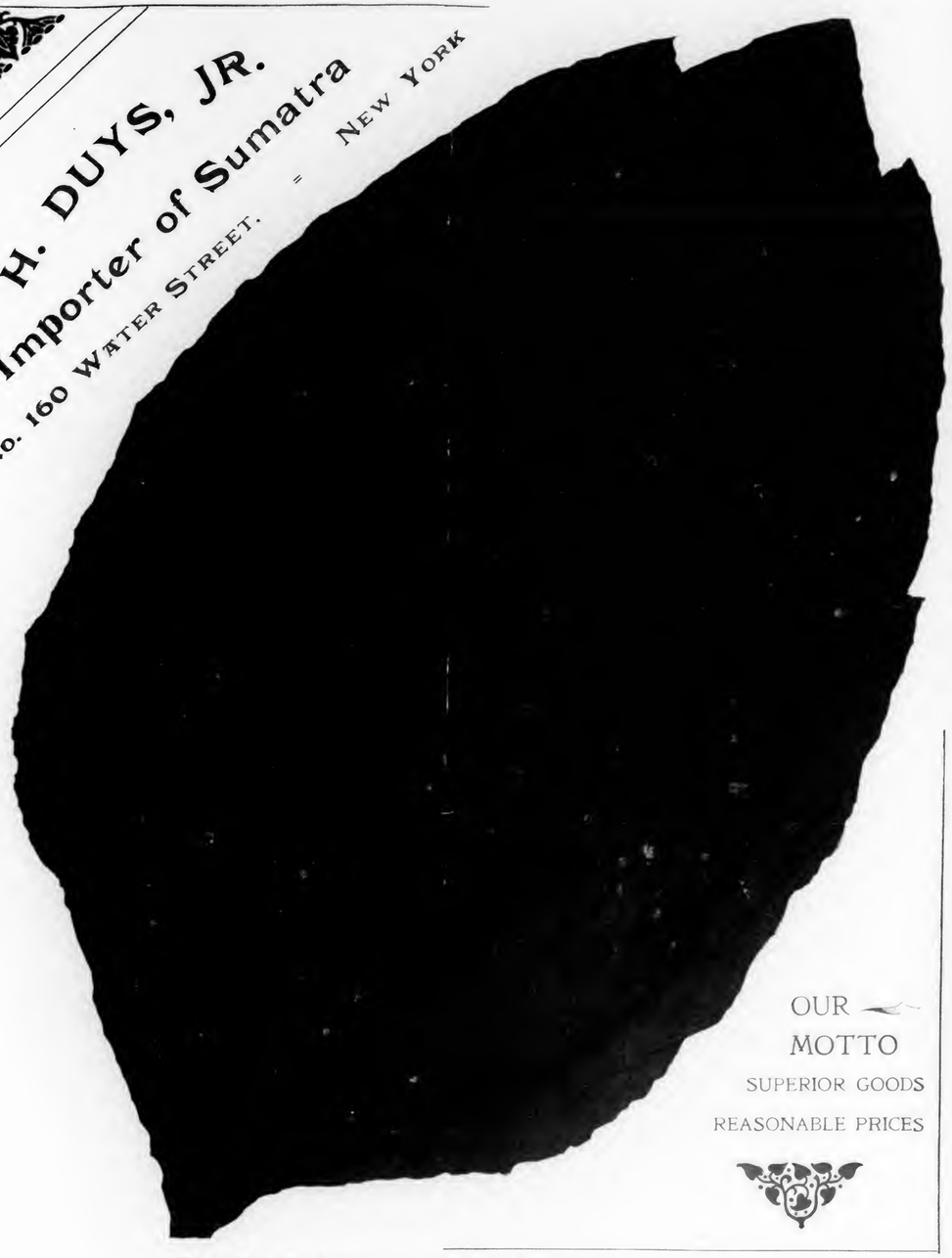
Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street, = New York



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

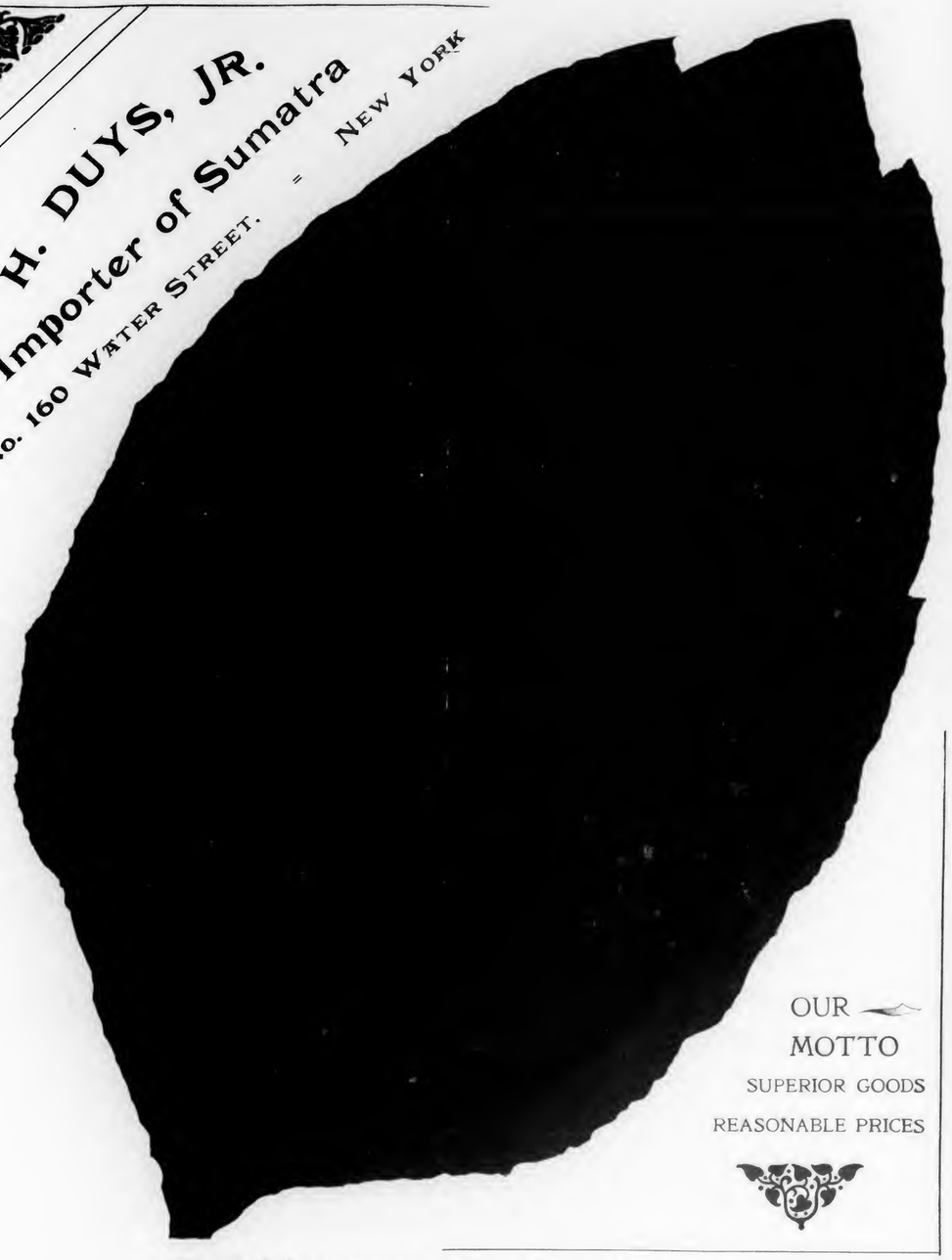
Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street. = New York



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XIV.—A National Heirloom and a Pinch of Snuff.

By FRANK LANGE, of L. Schmid & Co.

Gilbert Stuart's portrait of General Washington is not only the picture which is most familiar to Americans, it is also one of the nation's most precious heirlooms.

We owe the preservation of that picture to a pinch of snuff.

During President Madison's first administration this most famous work of art hung in the dining room of the White House. The frame, which was very massive, was firmly fixed to the wall. Please remember that.

On that memorable day in 1812 when the British took Washington, one of the first things they looked for was the Gilbert Stuart picture. Nothing would have pleased them better than to destroy this portrait, for they still hated the memory of Washington. So, when they invaded the White House, they looked high and low for the painting. They tore through the apartments of state and they ransacked the President's living rooms, in their progress gathering up much loot of a minor character, but the great picture was nowhere to be found. On the floor of the dining room were the fragments of a huge gilt frame—of the frame which until a few hours before had surrounded the picture—but the British soldiers did not know this. Still less could they know what had become of the picture.

But Dolly Madison knew. Pretty, brave, bright, snuff-taking Dolly Madison, who was just at that very moment on her way to her husband and safety at Bladensburg. How Mrs. Madison had loitered on at the White House long after her faint-hearted husband and his fearsome Secretary of War had fled from Washington, is known to every student of the history of his country. All the incidents of her departure, in obedience to her husband's final summons to join him in his temporary retreat, are, however, not at all familiar to readers. The most interesting moment of Mrs. Madison's hurried leave-taking of the historic dwelling which had been her home for over three years concerns itself with the rescue of the Gilbert Stuart painting.

Dolly Madison, "Her Majesty," as the wits of her day called her because of her fondness for finery and display, was a snuff-taker. She was one of those snuff-taking great ladies, almost the very last, in fact, of the whole attractive series, of whom one reads in old social chronicles. Of Mrs. Madison's manner of indulging the habit one of her contemporaries said: "You are aware that she snuffs, but in her hands the snuff-box seems only a gracious implement with which to charm."

MR. FRANK LANGE.

Charm! that word describes Dolly Madison to a dot. No lady was ever more at home in the White House than she, and none knew better how to dispense its hospitalities or to grace high station. Her husband had plenty of enemies, yet his wife was universally popular. Maybe if she hadn't been a snuff-taker she would have been less successful, but, then, you see, all tobacco users are of softer manners than are those who do not know the gentle weed.

Now the historical fact is that if Mrs. Madison had not been a snuff-taker the Gilbert Stuart picture would have been slashed to pieces and thrown into the fire by the British. Mrs. Madison lingered in the White House, ere entering her carriage for the ride to Bladensburg, to the very last moment. She had hoped all the time that something might happen which would save her the pain and the disgrace of leaving it at all, for she felt it was a disgrace, but at last the conviction forced itself upon her mind that nothing of the sort was likely, and accordingly she directed her servants to begin packing. Her satin and velvet gowns, her ostrich plumes, her gold clasps and charms, trunk loads of such things were hastily gotten together and carried to the wagons on the lawn to be taken away, and then the mistress of the White House made a brief visit to every well-known room to take a farewell that might perhaps be the very last before the British should make fire-wood of it all.

The inspiration to save the Gilbert Stuart picture at all hazards came to her as the direct result of her passion for snuff. She was in the dining room taking a final survey of its familiar contents, when she realized that she had forgotten her snuff-box, and that she needed a pinch of snuff at that very moment, too. She felt it would fortify her. The maid whom she sent for her snuff-box did not return as quickly as her mistress had thought she would. In the meantime the inspiration I have mentioned came to her. She summoned the door-keeper and the gardener of the executive mansion, and instructed them to smash the heavy frame and to take out the precious canvas. The work was soon done and the picture compactly rolled up. The maid by this time had returned with Mrs. Madison's snuff-box, and then, with a mocking smile in the direction from which she knew the British were advancing, the fair snuff-taker drove away with the picture.

It was the prettiest and the most gracious thing in the carriage—excepting Dolly Madison.

—

Next Week—Chapter XV:—"Why Napoleon Re-established the State Monopoly in Tobacco in France," by W. J. Hazlewood, of George V. Watson & Co.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor **118 N. 3d St. Phila.**

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN HAVANA LEAF TOBACCO

K. STRAUS

A. LOEB

122 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH IMPORTED HABANA & SUMATRA DEALER IN LEAF TOBACCO. 1642-44 N. ELEVENTH ST. PHILADELPHIA. REGISTERED

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

No. 119 North Third Street, PHILADELPHIA.

Segar Store Suggestions.

SOME SIMPLE WINDOW TRIMS.

Even though the balance sheet for last year in most retail cigar establishments shows the largest and most profitable business in years, there is naturally a desire to increase that business as much as possible this year. So far the desire seems likely to be gratified. Business for the first portion of the year has been larger than for the corresponding portion of last year, and unless all indications are at fault, this increase will be maintained. So much for the outlook. It is now worth while to consider what can be done to enlarge your business by attracting new customers.

Window trimming is the one thing which all dealers can do, and the one thing which is always open to them without any great expenditure. The stock you have in your store, combined with a few inexpensive bits of wire or similar accessories which you may have to buy, and a liberal application of brains, will accomplish almost anything you undertake. Ingenuity, the faculty of seizing the fleeting moods of the people by whom you are surrounded, and a feeling of confidence in your own ability to do something worth while, are essential, but every dealer has the qualities and it only requires cultivation to bring them out and make them effective.

A suggestion for a striking trim is now in order. Take a number of brands of cigars, the more the better and mix them promiscuously. Having cleared your window put small screw eyes into the top. Never mind the order, the more they are mixed the better. Take invisible piano wire and suspend from the screw eyes. Leave each wire long enough to more than touch the floor. Now take your cigars and loop the wire around them until all the wires are filled. Do not have them equally distant from each other, and do not loop the wire around the same place in each cigar. Loop some in the middle some at one end and some at the other. Put them in pretty thick, so they will take up substantially all the space.

Make a false floor to the window, and throw a quantity of cigars of different shapes and sizes upon it. Pile them deeper in one or two places than they are in others, and you will have the effect of a storm of cigars piling up as they fall. If the lights are properly shaded the wires will be invisible and from the outside the air in the window will seem to be filled with cigars tumbling down from above. Few trims simulate liberality so well, and few trims cost less to arrange. It requires some care to loop the wire around the cigars, but if the decorator begins with the wires farthest from him, and always at the top of the window, the work will not be hard, and the effect is sufficient recompense for the effort. The expense of this trim ought not to run over $1.00, and everything used will be ready for future needs in this same direction. Both the screw eyes and the wires are indestructible, and can be used repeatedly.*

An effective decoration can be worked up by using boxes of cigars or cigarettes as building blocks, and filling the window with some sort of structure which may be representative of the tobacco industry or not. It doesn't matter particularly about that, since one variety of structure attracts attention as readily as another, and the boxes supply the definite advertising data.

One of the cigarette firms worked along this line some time ago in sending out card board advertisements made to represent a fortress built up of boxes of cigarettes. Even that was effective. How much more so the objects themselves, laid up in the same form.

A striking trim could be arranged in this way, building a wall along the entire width of the window. The battlements, etc. can be worked out with different size boxes, and even a color scheme can be adopted if desired. The wood of which boxes are made shows considerable variation in color and these differences can be utilized to good advantage in building your wall.

In the embrasures place guns made of either large cigars or rolls of tobacco shaped to represent cannon. Anyone can work out this plan easily, but care should be exercised to keep the composition consistent. Incongruities may not injure the advertising value, but it is better to have all things in keeping. The effect is more satisfactory, and the advertising value is certainly not injured.

If one cares to exert the effort a very strong decoration can be worked out in this way, one which

*[NOTE.—We fear the plan outlined above by the author of our "Segar Store Suggestions" would be opposed by the Internal Revenue authorities, and we think anyone proposing to follow out this suggestion would do well to submit the idea to the Collector of his district before carrying it out.—ED.]

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL,

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St.
Philada.

HENRY M. WEAVER & SON,
Cigar Manufacturers,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at **10 cents** per week.
We make to order **Copper Dies in Blocks,** any name, **30 cents each.**
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to **THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.**

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

will be remembered even after it is removed. If you cannot do it yourself perhaps you have a salesman who can, and in any case it will do no harm to give him an opportunity. Sometimes important results have followed.

If any local event of importance is going to occur soon you have a favorable opportunity to create talk about your store. Assume that some historical society, of which there are scores, is going to hold a meeting. Make up your window with a historical setting. Borrow all the objects of historic interest you can get, or that you can use advantageously. Arrange them in your windows, accompanied by a liberal representation of your goods. You will attract attention by seizing the interest of the hour and crystalyzing it in your store. Your sales will enlarge proportionately.

Perhaps some secret order is holding a meeting in your town. Portraits and other objects of interest to the society will make effective decorations and will also add to your reputation as an enterprising dealer. In this way, by noting carefully in advance what is going to occur, you can make up attractive windows at small expense and increase your sales accordingly.

Special days, special gatherings and all special occasions are valuable assets in the decorators' art, and it is comparatively easy to illustrate them in your windows.

Leaf tobacco lends itself very readily to decorative work, and where it is possible it can be used advantageously. Small figures can be wrapped in it as in cloaks Deft fingers can fashion numerous ornamental articles from it, or just the bare leaf, showing the different grades, makes a good trim. If you make your own cigars you can manage this easily. In the summer a growing tobacco plant would be attractive, and it would become an object of information if the different leaves were plainly labeled, showing which ones were used for wrapper, which for binder and which for other purposes. Scores of modifications will suggest themselves to you and there should be no difficulty in drawing a crowd.

A Smoke by Proxy.

A new method has been discovered by an habitual smoker for breaking himself of what, in his case at least, had become a very injurious habit. He had been trying for three weeks to do without the use of tobacco in any form, when one evening last week the craving became so strong that he though he must have just one little smoke. Accordingly he bent his steps toward the nearest tobacconist's shop. On the way his eye alighted on a sign.

"SMOKING CONCERT"

Then a brilliant thought struck him. He stopped and gazed at the sign for a moment, then rushed for the ticket office, tendered a dime to the sporty individual behind the glass window, and plunged into the concert room. There the smoke was thick as "a London particular," and the smokers were, most of them, enjoying pipes—strong, rank pipes—evidently filled with about the poorest and cheapest apology for tobacco to be had. The appearance of a well-dressed stranger created some surprise in the hall, but he paid no attention to the crowd. Standing near the door he breathed long, deep, and satisfactory breaths of that thick tobacco laden air for full five minutes. Then the ex-tobacco fiend made a dash back into the street and filled his lungs with the pure air again, and the craving for a smoke had gone! Gone absolutely and left no trace.—New York Times.

A Union's Growth.

George W. Perkings, president of the International Cigarmakers' Union, has given out his report of the organization since its last convention in Detroit in 1896. He states that for the fiscal year ending June 30, 1901, there were 5,770,934,369 cigars made in America. Charters have been granted since the 1896 convention to 116 local unions. In 1877 there were 17 locals in the international. Now there are 414 local unions in good standing.

The membership in 1877 was 2,729, and in 1901 there were 33,955 members on the roll. This does not include traveling members and those who pay half dues. There were 211 deaths in 1890, and of this number 114 died of consumption, which is a percentage of 49. The average age of those who died was 37 years and 6 months. In 1900 there were 339 deaths and 112 died of consumption, or a percentage of 33. The average age of those who died was 43 years and 6 months. The union engaged in 531 strikes since 1896, involving 18,707 members; 300 of these were successful, 27 were compromised, and 79 were lost. The others are pending or the members have secured employment elsewhere.

The union paid in strike benefits $231,804.01. In 1900 the union paid out $117,455.84 in sick benefits, $98,291, in death benefits, and $23,897 in out-of-work benefits. The largest amount paid for out-of work benefits was in 1896, when it expended $175 767.25. The union then had a membership of 27,000.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH ENOS SMITH
NEW YORK.

Importers of **Sumatra Tobacco**
Cable Address: "HERR."
Joseph Hirsch & Son
I. Z. VOORBURGWAL 227 **Office, 183 Water St.**
Amsterdam, Holland. NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

M. P. Kohlberg & Co.
HAVANA, SUMATRA, and SEED.
HIGH GRADE **LEAF TOBACCO**
No. 228 Pearl Street,
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25. Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 2, 1902.

Let Us Have a Tobacco Man for Minister to Cuba.

The Republic of Cuba goes into business on its own account on May 20, and one of President Roosevelt's first duties will be the appointment of an Envoy Extraordinary and Minister Plenipotentiary to the new Republic. In the bill providing for this officer the salary fixed is $10,000.

The President cannot find anywhere material better suited for this new diplomatic post than among the members of the tobacco trade, for to no class is Cuba, the old and the new Cuba, better known than to the leaf and cigar men of the United States. The new Cuba will need in the minister from the United States just such a man, one who is not only familiar with the Cuban people, but who also possesses that savoir faire so essential in all diplomats.

Here is a list of names from which President Roosevelt may easily pick any name without making a mistake:

Percival S. Hill, First Vice President of the American Tobacco Company.

Don Gustovo Salomon, of Gustav Salomon & Bros.

Herman G. Vetterlein, of Philadelphia.

Harry S. Rothschild, importer of Havana tobacco and Havana cigars.

Fred Opp, of St. Louis, Mo., importer of Havana tobacco.

John M. Alvarez, of Y. Pendas & Alvarez.

Fernando Gato, of the E. H. Gato Cigar Co.

Joseph F. Cullman, of Cullman Bros.

Frank M. Arguimbau, or Edwin A. Schroeder, of Schroeder & Arguimbau.

Charles Fox, of F. Miranda & Co.

Alfred Rossin, of S. Rossin & Sons.

Any one of these gentlemen would be a suitable appointee from every point of view. Each has a sufficiency of this world's goods to support the position of Minister to Cuba with becoming dignity; each is a good American, and a supporter of the present administration, and any one of them would be, in the highest sense of the words, persona grata to the people of Cuba.

Come, Mr. President, give this post to some member of the tobacco trade.

An Interesting Trademark Decision

E. A. Kline & Co., of New York city, some time ago brought suit against George L. Storm & Co., also of New York city, for an alleged infringement of trademark. The plaintiffs adopted the word "Remnantos" as a cigar trademark and the defendants utilized that word as a front mark, and as a front mark only, on certain boxes of cigars not manufactured by the plaintiffs. In the litigation Mandelbaum Bros. represented the plaintiffs and Wise & Lichtenstein the defendants. The case was tried before Justice Henry Bischoff, Jr., of the New York Supreme Court, who decided it on March 27 in favor of the plaintiffs. The decision, which settles several novel points, is as follows:

It is conceded upon behalf of the defendant that its use of the word "Remnantos" upon boxes of cigars sold by it would be the subject of injunction as an infringement of the plaintiff's trade mark, if it should be determined that the word has the characteristics such as would permit the plaintiff to appropriate it for the purposes of trade, but it is insisted that the word is descriptive merely and is distinctive only as being a foreign word. Further, the defendant contends that the plaintiff is chargeable with misrepresentations in his cigar trade, and so does not come into equity with clean hands. Upon the claim that the word "remnantos" is a Spanish word, descriptive of the fact that the cigars in question consist of remnants of selected tobacco, the plaintiff's answer is that the word is not within the Spanish vocabulary, but was coined by himself as a distinguishing trade name. This fact does not appear to be disputed upon the affidavits, and I find no reason for refusing to accept the proof offered upon the point. As to the contention that the plaintiff does not come into equity with clean hands because upon his letter heads he describes himself as a dealer in Havana cigars and because his name is printed in Spanish on some cigar boxes used by him, and the word "Havana" appears upon the cover of these boxes, I do not think that an intention to misrepresent the nature of the goods sold by him is sufficiently apparent to justify the court in refusing him protection by injunction. The plaintiff's letter head does not represent that all cigars manufactured by him are "Havana cigars," and from an inspection of the boxes used by the plaintiff, and which have been handed up as exhibits upon this motion, it is apparent that nobody at all familiar with cigars could assume that the article sold by the plaintiff in this form was actually an imported cigar. The boxes bear the domestic factory mark, and the use of the word "Havana" upon the label may suggest a place of business, but it certainly does not suggest a place of manufacture in view of the form in which the goods are put up. If misrepresentations to the public were to be inferred from the form of the package adopted by the plaintiff, it would be necessary to draw the same inference as to nearly every other brand of domestic cigars customarily offered for sale. Motion for injunction granted.

The States from the Cigar Man's Point of View.

XXVII.

Maine.

The late Vice President Hannibal Hamlin was once ordered out of a retail shop in Maine because he persisted in smoking the cigar which was in his mouth when he entered the place, but this is by no means the attitude of the citizens of Maine towards the cigar, for all things considered, the state which is famous for its salmon and its prohibition laws is a very good state indeed. In the summer time, when its resorts are crowded with pleasure seekers, it is as good a cigar state, proportionately to population, as any in the Union. As is the case in Massachusetts, the year round residents of the state prefer the Londres to any other shape, and for the same reason, namely that in the Londres the smoker gets the full flavor of the filler at the first whiff. That the cigar lovers of Maine care little or nothing for pretty names, while insisting that the cigars they buy shall be the best that can be made, was proven long ago by the success of the "Onion" brand, manufactured by Gumpert Bros., of Philadelphia, and distributed in Maine by the Guppy Co. According to all convention, the name of this brand should have been its own epitaph, yet no cigar has ever had a greater success in Maine. An "Onion" by any other name would not smell sweet in Maine.

XXVIII.

New Hampshire.

Roger G. Sullivan, of Manchester, manufactures a great many of the cigars which are smoked in New Hampshire. He is one of the largest cigar manufacturers in New England, and by some people who are believed to know what they are talking about he is said to be the largest manufacturer in all New England. His annual output is believed to be in the neighborhood of 8,000,000. It is owing to Mr. Sullivan's enterprise in making his "7-20 4" brand known to the cigar smokers of New York city and elsewhere that his producing capacity is being steadily increased.

Notwithstanding the fact that the total population of new Hampshire is less than 500,000, the state is a very good state from the cigar man's point of view. The resorts of the White Mountains during the season are oftentimes more odorous of cigar smoke than of the scent of the pines.

XXIX.

Vermont.

The Green Mountain Boys have the same cigar predilections as the smokers of the rest of New England: they want their cigars big, and they want them good, and considering that there are altogether only about 350,000 people in the state, Vermont is entitled to a considerable share of respect from the trade.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World.

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MACHINE in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138,
1-15 Care of The Tobacco World, Phila.

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 13, Care of The Tobacco World, Philadelphia. 3-12.

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

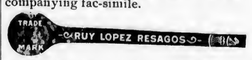
WANTED TO PURCHASE
Tobacco Ashes.
State particulars regarding quantity and price, and whether from stems or waste tobacco. Address **"Tobacco Ashes,"** Care of William Hicks, 132 Nassau Street, New York. 4 2

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO

REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA

Manufacturers of

The BEST HAVANA CIGARS

OFFICE,

191 Fulton Street,

Factory No. 1, Tampa, Fla. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Liebtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

The Tobacco Trade Directory and Ready Reference for 1902

Price, $1.10 by Mail.

Address The Tobacco World Publishing Co.

224 Arch Street, Philadelphia. *11 Burling Slip, New York.*

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.

Importers and Packers,

No. 228 Pearl Street, NEW YORK.

Tobacco Items from the Metropolis.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, April 1, 1902.

The truth need not be concealed: a shocking dullness has settled down upon the leaf market of New York, and when the pall is to be lifted no one ventures to predict.

The Sumatra men say business will pick up again as soon as the samples of the new Sumatra arrive.

The Havana men are reasonably busy but only reasonably, and as for the packers of domestic leaf, they say the world is dead and they are the chief mourners.

***

Moritz Neuberger, of the house of Heinrich Neuberger, of Bremen, Germany, who is perhaps the finest German in America since Prince Henry left these shores, went up to Connecticut on March 28 accompanied by his uncle, Sigmund Rosenwald, for the purpose of buying tobacco for his trade in Germany.

***

The cigar man at the cafe at 120 Nassau street last week filled his show window with a lot of chicks and ducklings, very lively and interesting little fellows, all of them. A card announced that a chick would be given free with every box of five cent cigars and a duckling with every box of ten centers. The display attracted a great deal of attention and no doubt resulted in some sales.

***

The United Cigar Stores Company has leased the premises at 274 Bowery, between Stanton and Houston streets, heretofore utilized as a district club by local Republicans, and will install a retail store there. The place has a front of 25 feet by a depth of 90 feet, and will be the largest of all the stores operated in this city by the company.

The company has also purchased the retail cigar store of Louis Boyer on the west side of Broadway between 33d and 34th streets.

***

The newspapers of Great Britain have apparently awakened to the fact that their empire, so great and so important in their own eyes, is after all only a pawn in the hands of that "American invader," James B. Duke, for here they are reprinting the news first published in The Tobacco World eight or ten weeks ago, about the negotiations between Mr. Duke and the French regie.

The English papers say that Mr. Duke has offered France £17,000,000 for the government tobacco monopoly, which at present yields £13,000,000. They say that Mr. Duke guarantees this sum for five years by buying the government stock and handing over bonds as security, and that he has also promised to retain all the concessionaires, male and female, who now conduct the retail tobacco establishments of France. The English editors add that Mr. Duke expects to "win out" by making a better article than the present regie has ever given to the tobacco lovers of France, and that in this way sales will be tremendously increased.

If Mr. Duke takes over the tobacco monopoly of France he will also probably take over the monopoly in matches, and there's a field in which his genius will have full scope to display itself, for of all the unspeakably vile and impossible things in this world the matches of France are the vilest and the most impossible.

***

J. H. McPike, manager of the cigar department of Benuett, Sloan & Co., who has just returned from a visit to Porto Rico, gives it as his opinion that the Porto Rico Breva will always be a factor in the five cent market of the United States. He says that the Porto Rican takes as naturally to cigarmaking as a duck takes to water, and that the number of possible cigarmakers is limited only by the male population of the island.

***

A. L. Ernst & Bro., proprietors of the large retail cigar store at the southwest corner of Broadway and Cortlandt street, are retiring from business.

***

Wm. F. de Saussure, who conducted a cigar stand in the cafe at 826 Broadway, made an assignment on March 27 to A. Parker Nevin. His liabilities are not large and his chief creditor is believed to be the firm of E. Regensburg & Sons.

***

The fire which on March 25 destroyed one of the four warehouses of Schroeder & Arguimbau, at Warehouse Point, Conn., consumed about 600 cases of 1901 Havana seed. This tobacco was entirely destroyed. It was valued at about

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 and 180 Pearl street; 209 E. Twenty-sixth street; 204, 206 and 208 East Twenty-seventh street; 138, 138½ Water street.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FREE FOR TRIAL.
The Telescope Leaf Tobacco Kaser
Can kase hard and dry tobacco without opening or shaking out. Fresh water preferred. It is an indispensable factor in a cigar factory. Testimonials received from all parts of the country state that this is the fact. The small factories, as well as the large ones, are operating the kaser.

$45,000 and this loss is entirely covered by insurance. The firm still have about 1,000 cases of 1901 Connecticut Havana seed and the fire will not embarrass their operations.

***

To cover an open manhole in the sidewalk in front of their premises at 118 Maiden Lane, the American West Indies Trading Co. one day last week placed an empty box that had once contained "El Proviso" cigars over the hole The name of the brand was conspicuously legible and so was the word "danger" which, by an odd chance, appeared next to it on every side which the box turned to the public view.

***

Edward A. Kerbs, of the United Cigar Manufacturers, sailed for Europe on March 26 to attend the Sumatra inscriptions in Holland.

***

Notwithstanding the fact that business in the leaf market generally speaking is very dull, as noted in a preceding paragraph of this letter, the holders of old and new Vueltas are doing a land office business. Their only grievance is that owing to the scarcity of suitable Vueltas in the last three crops there is not enough of this leaf to go round.

***

Uncle Sol Hoffheimer, of Hamburger Bros & Co. has entirely recovered from his recent severe accident at Lancaster, and left on March 25 for a visit to his trade in Pennsylvania.

***

Lewis L. Cantor, of Leonard Friedman & Co., left for his post of duty in Havana on the "Morro Castle" on March 29.

***

Mr. Levine, representing Laverge & Schneider, returned on March 28 from a round up of his trade in Pennsylvania.

***

The big electric light sign advertising the "Robert Burns" cigar has resumed its place on top of the building fronting Longacre Square, at Broadway and 47th street.

***

A Columbia University man tells your correspondent that the University man's cigarette is the "Rameses" brand manufactured by Stephano Bros., of Philadelphia. He says that the "Rameses" cigarettes are smoked not only at Columbia, but at Yale, at Princeton, at Bowdoin, at Cornell, and at the University of Pennsylvania. 'Varsity men, going home for vacation or leaving college with their diplomas, insist on having the "Rameses" wherever they go, and this preference is one of the causes of the extraordinary vogue of this cigarette. Of course, the chief cause is its excellence.

***

Edward A. Kline, of "El Symphonie" fame, announces that he has become sole agent for the United States and Canada for Cifuentes Fernandez & Co.'s famous "Partagas" brand of Havana cigars. In his circular to the trade Mr. Kline very rightly says that this brand of imported cigars, which has been on the market for a great number of years, is to-day, as it has always been, one of the highly prized products of the Island of Cuba. He is prepared to furnish samples and quote prices to the importing trade. Orders will be taken only for importations from Havana direct to purchasers.

***

F. C. Linde, Hamilton & Co., have secured the warehouses at 63 and 64 South street, near Pine street, for storing domestic leaf. The base rate for insurance on merchandise in these stores is at the low rate of 28 8 10 cents for each $100.

***

To day is the first in the career of the new leaf firm of Joseph S Gans & Co., of 150 Water street, and the occasion is being fitly celebrated. To the senior member of the firm his juniors, the Messrs. Jerome Waller, Moses J. Gans and Edwin I. Alexander, have just presented a beautiful silver loving cup suitably engraved.

***

Marcelino Sola is meeting with great success among the trade of New York state with the "Aguey-Naba" brand of Porto Rico cigars manufactured by his firm.

***

The newly reorganized Havana-American Company is now installed in a suite of offices on the eighth floor of the Constable building at 111 Fifth Avenue.

***

The large store in the St. James building, at the southwest corner of Broadway and 26th street, has been leased, by the American Tobacco Company for a term of years and will be utilized as a show room and salesroom for all the products of that company and its allied corporations.

***

Joseph Hoffman, of E. Hoffman & Son, who has been ill of typhoid fever, is convalescent.

Little Lives of the Great.

FERDINAND CRANZ.

A remarkably virile specimen of the Gentleman in Business.

Large hearted, but not soft. Indulgent to others, but rigorous as to himself. A German of the Germans, yet appreciative of the land in which he has elected to make his home.

Diligent in his business, but not enslaved by it, for there is not in the world a prosperous merchant who gives more time to art, to music, and to all those finer things which polish, refine and elevate than he does.

This is not a "jolly." It's the truth; for if you are yourself a lover of music, the drama, fine pictures, good books, you know that the subject of this present sketch has the same interests that you have.

"HORSE SHOE JAKE"

There may be people who require to be told that "Horse Shoe Jake" is Mr. Aloys Jacobs, and that he has won the wide fame which has come to him through his long and successful career in selling the "Horse Shoe" brand of plug tobacco, but those who do need to be thus advised are few in the East and non-existent in the West and South.

It's a big world to which "Horse Shoe Jake" caters, but he is its central sun. When you see him on the road you realize what Professor Tyndale meant when he defined heat to be a mode of motion. And in "Horse Shoe Jake's" case the definition is the more apt because of the rays which flash from the diamonds he wears on his horse shoe scarfpin.

It's a case of consistency and many jewels.

JOSE M. DIAZ.

That "use doth breed a habit in a man" was Shakespeare's discovery. That it is an axiom of not universal application is made clear by the case of Jose M. Diaz, of Bustillo Bros. & Diaz. There was a time in his salad days when "Joe" Diaz was famous as a raconteur of good stories. They were so uniformly good that they contributed not a little to his success. Yet the success achieved, the stories stopped, and now the only tale Mr. Diaz tells has for its point the statement that all of his firm's brands are "indisputable leaders."

The best of it is that Mr. Diaz's trade holds that the point is very well taken.

LEWIS CANTOR.

Noteworthy for many qualities which distinguish the man who lives from the man who merely vegetates, but for one other reason also: he never fails to pay the U. S. Treasury Department the compliment of reading its monthly, its half-yearly, and its annual statistics. Has all these figures at his fingers' ends. Nevertheless he seems to carry them with as much ease as he carries a huge balance at his bank.

Other men get bulbous as to their foreheads and tedious as to their tongues under a load of Treasury statistics, but Lewis Canter doesn't. Maybe it's because the word Treasury always suggests many pleasant things to him that he is always chipper and jaunty.

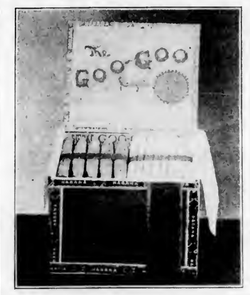
Perique Tobacco.

Half the perique tobacco sold is not perique at all, says the New Orleans "States." It is a base imitation. Since the Gramercy Sugar Company up on the Valley road bought the Jesse Ross plantation, the area devoted to the culture of perique has been largely cut down Just now there are 400 acres in all the territory devoted to its culture. Yet the so-called tobacco mixtures which loudly proclaim that perique enters into their make-up, are being turned out by the thousands of sacks, and "St James Perique" is claimed to be a constituent of each and every one of them. If all tobacco claimed to be perique were the genuine article, thousands of acres would necessarily be devoted to its culture. * * Never buy perique put up in a paper bag. Its natural flavor is lost by any contact with the air. Buy it put up in tin boxes, and you will more than likely get the real stuff, and you will likewise get the real flavor. It's good judgment, too, to buy it of a Creole. He more than probably smokes it himself, and knows what is perique and what is not.

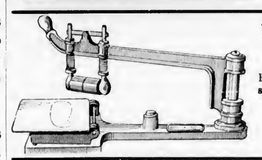
For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

THE TOBACCO WORLD

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.



This is the Cigar
that will help you out in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM,
Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.
WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3 50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"COUNTRY INN" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in LEAF TOBACCO

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation,"

"Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

D. B. FLINCHBAUGH

MANUFACTURER OF FINE CIGARS

For Wholesale and the Jobbing Trade

Special Brands made to Order.

A Trial Order Solicited. RED LION, PA.

Sumatra Wrapped and Long Filler Goods a Specialty.

"Cherry Diamond"

Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave.

NEW YORK.

Philadelphia Tobacco Pencilings.

The cigar and tobacco dealers of this city are unanimously in a more cheerful spirit now that the first of April has come, and as soon as the weather shall have become more settled cigar store doors will undoubtedly be thrown wide open, and an increased retail trade cannot help but follow. The extremely rough weather of the latter part of March, as well as on Monday of this week, was adverse to business among the retail dealers, who have taken it philosophically, however, in their more hopeful mood of the rapidly approaching spring. The more progressive and up to date dealers have taken advantage of the dull period in thoroughly overhauling their stock and stores, and a large majority of the Philadelphia establishments now present as hand some an appearance as those of any city in the world. Great strides seem to have been made during the past year in the way of window dressings and displays, as well as in the interior arrangements, all of which certainly will redound to their benefit.

Announcement has just been made by the Universal Tobacco Co that they are prepared to offer beautiful presents in redemption of box fronts, tags, etc., from their goods. Extensive bill posting is to be done here, with a view to thoroughly informing the consumers of the value of saving the tags and box fronts.

A party consisting of Mr. and Mrs. George E Spotz and Mr. and Mrs. John N. Kolb, of the Theobald & Oppenheimer Co., and Mr. Leopold Loeb, of Leopold Loeb & Co., will sail for Europe on April 8, on the "Kronprinz Wilhelm." After the gentlemen have attended several inscriptions at Amsterdam, a tour of the continent will be made.

Garner & Goodman, who for two years past have conducted a cigar store at 1319 Market street, have dissolved partnership, Mr. Goodman retiring from the firm, while the business is being continued by Mr Garner.

W. E. Bates, representing T. J Dunn & Co. in the middle west, after spending several days at the factory headquarters here, left for his regular territory yesterday.

A good sized consignment of Manila cigars has been received by Duncan & Moorhead, importers, of this city. The goods are branded "Saturnus" and are controlled absolutely by Duncan & Moorhead. This, perhaps is the largest importation that has yet reached this city, and the goods are made up only in popular shapes and sizes. J. M. Duncan, of this firm, has just returned from a two months sojourn in Florida.

Oblinger Bros. & Co. have done considerable bill posting along the Reading Railway stations, and are now preparing to put new displays upon the places leased by them. A pretty thorough campaign of advertising, which was mapped out some months ago, is now being carried out to the very letter, and as a result the sale of their "Vesper" five cent cigar has been increasing at a highly satisfactory rate.

John B Kolb, a son of John N. Kolb, superintendent of the Theobald & Oppenheimer Co's factories, went to Tampa last Friday, with a view to mastering some details in the manufacture of clear Havana goods under the direction of Juan B Creagh, who is the local manager of the T. & O. factory at Tampa.

The active advertising campaign of the W. K. Roedel Co., previously referred to in these columns, has been lately prosecuted with much vigor. Some new and extremely pretty out door display signs, four feet long, are being placed at numerous stores throughout this city and elsewhere.

The El Basco Cigar Co. are now prepared to place upon the market their nickel leader, "El Basco," which they claim is a Havana filled cigar with a Sumatra wrapper, and which is made up in four sizes. This firm, although comparatively young, has already built up a thriving trade. Among the brands which they have successfully placed upon the market are "The Baffler," "Candace" and "Valmero." The "El Basco," however, is to be made the greatest seller by them, and already indications point to a very excellent success.

George T. Browning & Co., the Market street wholesale cigar and

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

tobacco house, are now placing their "Lay Out" five cent cigar, a strictly hand made piece of goods, among their numerous customers. Advertising is being done on the trolley lines through the more densely settled portions of New Jersey and elsewhere, and the goods, we are informed, are taking very nicely.

We had a full quota of visitors in the leaf trade during the past week, among them having been B. Wasserman, B. F. Alexander, representing L. Daussa & Co., W. H. Terrill, with Sanchez & Haya, Stanley Woolman, with the American West Indies Trading Co., Samuel Fisher and Mr. Connor, with Cuesta Rey & Co., all of New York, John G. Spatz, of J. G. Spatz & Co., Reading, Pa., and H. Elkish, of Pittsburg, Pa. Mr. Elkish was formerly one of the managers of the Coane & Patterson stores in this city, and while here he took advantage of the opportunity of visiting his old firm.

IN THE LEAF CIRCLES.

Dull! Dull! Dull! This is about the only thing one hears in the leaf trade nowadays. It is the only thing we have heard for some weeks, and at present there appears little prospect of an immediate change, yet, were it possible for us to get a peep at the sales books of some of our houses, a slightly different story would perhaps be revealed. The past weeks have no doubt been dull as compared with some seasons of the year, but we see no reason why leaf people should be so downhearted on account of it. From the manufacturing trade we have fairly encouraging reports, and it seems only reasonable to believe that the leaf man's turn must come, and come it will.

Salesmen tell me that effort counts for nothing just now, that it has been a case of extending sympathy with some disgruntled manufacturer who was complaining of his ill luck. This, no doubt, is very trying to their nervous system, for some of them appear to be extremely nervous, and we are very sorry for them. We believe, too, that there never was a time when business was not worth the effort it required, and we think it is so yet.

Leopold Loeb, of Leopold Loeb & Co., will be leaving for Amsterdam next week, to attend some of the Sumatra inscriptions.

Frank Dominguez, of E. A Calves & Co , will return to Cuba on Saturday next.

L. P. Kimmig, of L. P. Kimmig & Co., has been at Corning, N. Y., this week.

Jacob Labe, who is now on his way to Cuba, spent a few days at Tampa.

The leaf visitors during the week were: Wm. Newgass, of Newgass & Greenhut, M. C. Myer, with S. Auerbach & Co., Max Sondheim, of Leonard Friedman & Co., Walter Lazar, with Sutter Bros., all of New York, and James McDonald, of the Baltimore Leaf Tobacco Co., Baltimore, Md.

PHILAD'A LEAF MARKET.

There is no perceptible improvement in the condition of the leaf market since our last report. It has been a dragging business for some weeks past, for while prices have been well maintained, the volume of business done was mostly in small lots, and for that reason was not satisfactory to the larger houses. The leaf men believe that the manufacturers are not overstocked with supplies at all, yet they continue to buy in a hand-to-mouth way, selecting only such goods as are needed for immediate use. For the purpose of somewhat relieving the condition as regards the scarcity of binder stock, some force sweating is being done in Pennsylvania tobaccos, with a view to offering some new stock in the near future.

The Sumatra market has been slightly improved, owing to the unsatisfactory reports which have been received from Amsterdam regarding the new crop, consequently several fair sized transactions in old goods have been successfully consummated.

The Havana market is reported fair. New Remedios are selling fairly well, with a steady demand for good first class Havana tobaccos of other kinds.

EXPORTS.

Liverpool, 100 cases plug.

Antwerp, 60 hhds. 182 cases.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., Mar 31, 1902.

The local leaf market has remained quiet. The trade in old goods during the past week was dull, and the sales that were reported were of small lots only Last Friday was one of the largest days in receiving the new tobacco that we have had this year, the receipts at a number of warehouses being unusually large. Comparatively little interest is being displayed in the new crop. The American Tobacco Co. now appears to be about the only buyer of 1901 tobacco that is actually at work.

The cigar industry in nearly all sections of this county is still rather dull. There are exceptions to this of course, for several factories at Akron recently were adding some cigarmakers to their forces, although another was laying off hands.

Collector of Internal Revenue H. L Hershey has received part of the Treasury warrants in payment of claims against the Government for tax on cigars and tobacco on hand July 1st, 1901, when the reduction in the tax rate took effect. Distribution of the same will take place within a short time, or as soon as the official forms can be complied with It is stated that there are about 600 such claims in the Ninth District.

Complaint has been made to Revenue Collector Hershey, by cigar manufacturers of Boston and vicinity, that cigars have been sold in that district bearing the factory

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples. East Petersburg, Pa.

THE UNIQUE Creaseless Case Hardened Vertical Top Cigar Molds

ARE GUARANTEED TO OUTLAST ALL OTHERS.

Ask for Our New Catalogue No. 5, Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.

The Sternberg Manufacturing Co.

1702--12 W. Locust St., Davenport. Ia., U. S. A.

ARIEL TENTING CLOTH

A new specially constructed cotton fabric, made for the express purpose of the shade growing of tobacco, vegetables and market produce. This cloth is made with or without concentrated filling and in corded selvage, and is made in widths of 126, 144 and 200 inches. Ariel Tenting Cloth is endorsed by Prof. Milton Whitney, Chief of Division of Soils, Department of Agriculture, and the leading shade growers. Write for Samples and Prices.

J. H. LANE & CO. 110 Worth St., New York City

ARIEL MITCHELSON, Tariffville, Conn.

or, OLDS & WHIPPLE, Hartford, Conn.

M. D. BOALES,

LEAF TOBACCO BROKER

Table Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher. Hopkinsville, Ky.

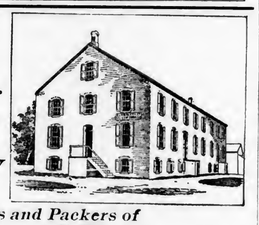
E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE JANESVILLE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

numbers of reputable manufacturers of the Ninth District, but with counterfeit union labels, the cigars being of inferior grades. The cigars, however, are sold at the same prices as good grade cigars. Collector Hershey will punish any cigar manufacturer using a number of any factory not his own.

HOW IT IS IN YORK.

YORK, PA., March 31, 1902.

With several exceptions, the prevailing dullness still continues. The bad roads all over the country, owning to weather conditions, rendered traveling difficult and in many cases impossible. Since the salesmen were suddenly unable to attend to business, naturally the manufacturers were as suddenly without work. With better road conditions, attending the advent of spring, comes the encouraging report that business is picking up.

The National Cigar Co., of West Manchester, state that they have lately received a number of orders for goods, and that there is a general better outlook for future sales.

A large quantity of tobacco was received here during the week for Sutter Bros., of New York, by I. B. Hostetter, the local representative of that firm.

C. Leber, cigar manufacturer, of Delroy, Pa., reports business very encouraging, and claims for his "Eagle" brand remarkable sales during the past few months.

A very bad accident occurred to H. W. Heffener, proprietor of the box factory, during the past week. Mr. Heffener undertook, during the absence of a workman, to operate the steam saw, when suddenly his hand was caught by the blade of the saw and badly lacerated. The wound was given professional attention, but it will unfortunately leave a disfigured hand.

L. G. Pfaff, the Chief Burgess and a cigar manufacturer of Han over, was a visitor in the city on Saturday last.

The conclusion to the Meads-Haller case last week, brought about by a verdict of the jury in favor of Meads, sustains a judgment of about $1,300 given to his wife. This ruling was perhaps not what was expected; the original amount claimed by Mrs. Meads was $1,800. What further action will be taken by Messrs. Haller and Schnader has not been announced, but it is expected the executions will be forced to an issue, and whatever is realized will be devoted to satisfaction of judgments.

The J. Gillespie Company are handling a large quantity of cigars, and have made a number of shipments during the past week.

Activity at the Gresh Factory.

Among the exceptionally busy Pennsylvania factories is that of W. K. Gresh & Sons, at Norristown, who, when visited yesterday by a "World" reporter, informed him that notwithstanding the apparent dullness in the trade generally no such ill effects had been at all felt in their factory. In fact, the large addition to their factory which is now being erected is being hastened to completion for the purpose of giving the firm the needed facilities. When this shall have been finished the firm will have, not only one of the largest factories, but one of the most complete and perfect in its appointments. In conjunction with their cigar factory they will be operating their own cigar box factory, which in itself will be a model establishment,

Of the several popular brands manufactured by the firm their "Pathfinder" is perhaps in the lead as regards their nickel products, while the "El Paterno" is following a close second in the line of ten cent goods.

That the present year is to be a very active one with this house is clearly to be seen from the fact that Mr. Linn Gresh, of the firm, recently returned from a visit to Cuba, where a large selection of the finest Havana tobaccos was made, and now Mr. H. C. Gresh, also of the firm, is on his way to Amsterdam, accompanied by Mrs. Gresh and their daughter.

A large shipment of "Pathfinder" cigars left the factory late last week, the destination of which was Scranton. The goods were received there on Monday amid much pomp and ceremony. An industrial parade was arranged by the wholesale house receiving the goods, and Mr. E. P. Gresh, of this firm, was present to personally conduct the delivery of the important consignment, which consisted of a solid carload. The Gresh factory is indeed one of the very few in this state which is accustomed to make frequent shipments in lots of from one to ten carloads.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Western Tobacco Reports.

EDGERTON, WIS.

There has been more general buying throughout the growing sections of Rock and Dane counties of late than any time during the season. Buyers are riding in nearly every locality and experience less trouble in effecting trades than at any time before, even though the prices paid are low as compared with the earlier sales. An early spring finds many growers with their crops yet in bundle, who are ready to accept the terms offered rather than hire the assorting done. A good many thousand cases of tobacco have changed hands during the week and fully three quarters of the sales have been below 7 cents. The American Cigar Company also have their buyers out again, adding largely to their holdings.

The market for cured leaf remains extremely quiet and no transactions of any importance have come to notice. The usual trade in small lots to manufacturers continues.

Farmers have commenced to prepare their tobacco beds for another crop, though as yet but little seed is sown.

Shipments, 200cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Continued small breaks are popular and condition generally doubtful as well as mostly common grades. The proportion of Lugs is small and they are in more active demand than other grades while Common Leaf is fairly strong. The movement of loose is large. It is estimated that two-thirds of the crop has been received. Hogshead receipts are fairly good. Look for larger breaks from now on, and more general variety. There remains some old tobacco both Lugs and Leaf selling: Lugs, 4¾ to 5½c, Leaf, 5½ to 7½c. I quote new:

Lugs–Low, 4 to 4¼c; Com., 4¼ to 4¾c: Med., 4¾ to 5¼c; Good, 5¼ to 5¾c: Fine, 5¾ to 6½c.

Leaf—Low, 5½ to 6c; Com., 6 to 7c; Med , 7 to 8c.

Receipts for the week, 700 hhds; year, 3,695. Sales for the week, 49; year, 262. Offerings, 80. Rejections, 35.

Stemmers' and rehandlers' opportunity is good for buying Soft Leaf.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts of new tobacco this week were 876 hhds.; offerings on the breaks 127 hhds; public and private sales 92 hhds.

The breaks though still very small show some improvement in quality. Bremen sorts were strong, other kinds unchanged.

There is still a lack of general call to give a firm strong demand for the general run of the grades offering.

Receipts of loose crops at the factories were smaller, and the loose tobacco market will soon close, as the bulk of the crop has passed from ownership of the planters.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00

Won't Stay in Porto Rico.

Henry L. Gassert of 102 Garfield place, Brooklyn, N. Y., the veteran tobacco merchant, who, at 80 years of age, went to Porto Rico on the steamer "San Juan," on March 1, for the purpose of engaging in the tobacco business there, has written a letter to a relative in Brooklyn in which he says he has traveled for miles over the island, and that as a result of his investigation of the tobacco situation there he is about to start for home.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A Large Variety of Cigar Labels Always in Stock
KRUEGER & BRAUN
Lithographers and Printers.
Samples furnished on application.
322-326 East 23d St. New York.
New Brands Constantly Added.

JOHN D. SKILES,
Successor to SKILES & FREY
Packer of and Wholesale Dealer in Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
Packers and Dealers in Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Packer and Dealer in
LEAF TOBACCO
327 & 329 North Queen Street,
Sumatra and Havana a Specialty. LANCASTER, PA

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

An Editor Who Don't Like Some Cleveland Cigars.

The editor of a Nebraska news paper explains himself as follows, but he does not say whether or no he is an admirer of effusive Billie Bryan:

"Some of our esteemed contemporaries over the state are publish ing advertisements for a Cleveland cigar house. We recognized the house as soon as we saw the ad. They pay in five cent cigars—or rather say they do. We tackled that proposition a couple of years ago and fell heir to a box of cigars. They are good keepers and we have most of them yet. We smoked one ourself and had the delirium tri angles for three days in consequence. The rest have been kept for book agents and delinquent subscribers and have never failed to do their duty. They look much like cigars but they taste like a zephyr from a hog lot and stinketh like a slaughter house. If any of the newspaper boys really want some of these cigars we can furnish them without exacting an ad."

TAMPA.

This city is more overcrowded at the present time in an attempt to take care of its growing cigar busi ness than it has ever been before Never, since the industry was first planted here by the lamented V. Martinez Ybor, who was ably as sisted in making the industry grow by an influx of other well known manufacturers, has there ever been such a demand for accommodations for new manufacturers.

All of the factory buildings which have been erected in the past have been filled and overcrowded, and there is yet a demand for more quarters on the part of new manu facturers, who have made up their minds to make Tampa their head quarters for making fine, clear Hav ana cigars.

KEY WEST.

Theodore Perez, a prominent ci gar manufacturer, arrived from Ha vana last week, where he has been on an extended visit purchasing leaf tobacco for his factory. He succeeded in getting a quantity of the finest quality.

The Peninsular and Occidental steamship brought in 457 bales of Cuban tobacco last week for the cigar manufacturers.

The travel between this city and Havana is increasing; 205 Ameri- can citizens and 114 aliens arrived from Havana last week.

—The Iowa Cigar Co. has been organized at West Union, Ia., capitalized at $10,000, with the following officers: George A. Wood, president; H. P. Hancock, vice president; E. M. Phillips, secretary; W. B. Thomas, treasurer, and T. R. Stam, manager. A factory is to be opened immediately, and twelve to fifteen hands will be employed at the start.

PATENTS RELATING TO TOBACCO.

695,914 Pocket-case for cigarettes or cigars; George H. Cressler, Fort Wayne, Ind.

696,232 Cigar-bunching machine; P. H. Fratz, assignor of one-half to E. G. Kemble, Philadelphia, Pa.

696,337 Unitary match safe and cigar-lighter; Orville B. Hughes, Akron, O.

696,346 Tobacco-smoking device; Alfredo Leblanc, Havana, Cuba.

IN THE

Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

Editor of The Tobacco World,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____
Name ____
Street, ____
City ____ State ____

E. A. Calves & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed & Havana CIGARS
LANCASTER, PA.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

THE BANQUET PROCEEDS

Thirteen More of Those Jolly Chapters of

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS.

DATES OF PUBLICATION:

Chapter 14—April 2—"A NATIONAL HEIRLOOM AND A PINCH OF SNUFF," By Frank Lange, of L Schmid & Co.

Chapter 15—April 9—"WHY NAPOLEON RE ESTABLISHED THE STATE MONOPOLY IN TOBACCO IN FRANCE," By W J. Hazlewood, of Geo V. Watson & Co.

Chapter 16—April 16—"THE WRATH OF SULTAN AMURATH, AND WHAT CAME OF IT," By L. Herzig, of J. C. Drucklieb & Co.

Chapter 17—April 23—"THE PLEA OF THE CREATURE WE CALL TOBACCO," By M. F. Schneider, of Laverge & Schneider.

Chapter 18—April 30—"BY A FOUNTAIN IN CAIRO," By John W. Surbrug, of The Surbrug Co.

Chapter 19—May 7—"THAT LITTLE AFFAIR BETWEEN Mr. PINE TREE AND THE SUN GODDESS," By Harry E. Pyke, with M. Foster & Co.

Chapter 20—May 14—"PEPE OF THE VELVET PAW," By S H Friedlander, of F. Garcia, Bros. & Co.

Chapter 21—May 21—"A TOBACCO SYMPOSIUM OF GREAT GHOSTS," By Marco Fleischman, of S. Rossin & Sons.

Chapter 22—May 28—"SALESMAN TO THE HAJ," By John E Sutter, Vice President of Sutter Bros., Inc.

Chapter 23—June 4—"HOW TOBACCO BOUGHT OUR LIBERTIES," By H. Bamberger, of L. Bamberger & Co.

Chapter 24—June 11—"THE FIRST TRADE MARK INFRINGEMENT," By Hon. Morris S Wise, of Wise & Lichtenstein.

Chapter 25—June 18—"THE MISSION OF THE CIGAR," By M. E. Flaherty.

Chapter 26—June 25—"A TRADE IN TOBACCO WITH—— AHEM——THE DEVIL," By Eppo Harkema.

If you have not already sent in your subscription, do so at once.
Subscription price, $2 per year. Single copies, 6 cents.
The Publishers of The Tobacco World can not undertake to supply back numbers. Send your orders in advance

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Our **1901** Crop
of
FLORIDA SUMATRA
IS NOW READY.
The Finest Ever Raised.
A. COHN & CO.
142 Water Street, NEW YORK.

We are now Prepared to Show Samples of
1,000 Cases Havana Sizes
RE-SWEATED
MEXICAN FILLERS
This is the Best Domestic Tobacco, in Quality, Style and Appearance, ever placed before the public. We will be pleased to submit samples and quote prices.
S. L. JOHNS,
Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES:
Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

G.A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Lupata. No. 13 634
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 24, 1902, at 2 p m., by S. Hatchwell, Philadelphia, Pa.

Capt Josh Huddy No. 13 635
For cigars. Registered March 24, 1902, at 9 a. m., by Levy & McDonald, Trenton, N. J.

Lord Stirling. No 13 636
For cigars. Registered March 24, 1902, at 9 a. m., by Levy & McDonald, Trenton, N. J.

Leaf Tip. No 13 637
For cigarettes. Registered March 25, 1902, at 9 a. m., by Charles Bolevsky, Philadelphia, Pa.

Dara No 13 638
For cigars. Registered March 26, 1902, at 11 a. m., by Getman & Co., Philadelphia, Pa.

Captain Mollie. No 16,639
For cigars. Registered March 29, 1902 at 9 a. m., by Levy & McDonald, Trenton, N. J.

Venitian. No. 13 640
For cigars Registered March 29, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Super cargo. No. 13 641
For cigars Registered March 29, 1902, at 9 a m., by H. S. Souder, Souderton, Pa.

REJECTIONS.

"Old Dutch" "Old London" "Politico" "Mollie Pitcher."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Amberetto, Mykerinos, Amosis, Elephantine, Unis, Ismalia, Athor, Soris, Millie James, Flor de Jose Seidenberg, Pride of All, Satanola Crooks, Santanola, Stockholm Girl, San Juan Brevas, Cebunola, N. E E., Good Attempt, Full Power, Fire Town, Matanola, Mantanola, Matancuba, Claranola, La Torta, Gipsy Cross, Pa Passerelle, 32-3 1. El Wicco Dona Maybella, Wm. H. Moody, Charles James Faulkner, Sunbeam Sue, Oscar Eagle, Frank Rolleston, Helen Lord, El Rosano, Colonial Rose, Lazador, Sir Robert, Gurabo, Herodotus, Equipa, Rica de Oro, Jabonar, Jarana, Encinar Creador, Neil Bryant, Lord Bob, Foreign Office, Imperialto, Parsee, La Equalidad, El Morale, Carenta, La Lana, Sociable Man, Golden Fluffs, Cimon, Lord Monta, Robert Clay, The Cedars, La Vera Roma, Amazon Queen, Hurdle, Quarter Arms, Supporter, Igerna, Cygnus, Conrad Weiser, Rawson's Ted R., Victorico, La Finesta, Matoaka, Jos Keppler, Turco American, Riz La Belle, Seventeen in the Black, Lord Monta, Hotel Maryland, Frysinger's Pride of Maytown. K 10 My Monogram. C. D. P., Timothy Haymakers B C S, Best Cigar Sold, The Sunflower Girl, Great Activity, Pataline, The Progressive Co., La Flor de Baya, Bouquetas, Criterion Favorites, P. & O Special, El Mass, James Harris Fairchild, El Kaudero, La Vilantino, Yale Campus, El Partavas, La Pluviasa, The Right Cross, Carmen Sylva La Manorata, Black Bear Snuff El Dimo, Admiral Snuff, King Oscar II. Snuff Steamboat Mills Snuff, Porto Ame Rico, L. L. A , Ivory Hall, Canstatter Club, From One to Ten, Pick of the Pick, New York Duchess, Palacio Valdez, Altuda, Vava, Manhattan Lady, Cathedral Bells, Queer Bird, Electric Club, Snyder's Superior Segars, Eduardo H. Gato, 1871, Lalla Rookh, Two Ends, Tampa Vana, Alviso, Palma Vana, Domestic Duck, Arizola, La Corolinda, Zenith, Orisis, Tolima, Cachifos, Western Level, Western Magnet, Western Element, Western Monarch, Financial Support, Merchant's Confidence, The World's Blessing, Ragling, Prairie Maid Pride of Ellenville, Stapleton Ranch Club, Mi Ama Da, Gambrinus, New City, Lantana, Yzalca, That's Me, Hammer Club, Long Distance 499, That's It, Let's See, Weno, Pride of Hastings, Caramel, Tsigani Co. La Voz de la Verdad, Esencia de Puerto Rico, Chippewa Club, Blue Banner, Joliet High School, A High Grade Smoke, Black Label, Red Trunk, De Viso.

Why Mayor Low's Secretary Blushed.

James B Reynolds, Mayor Low's secretary, doesn't smoke. If offered a cigar he shakes his head and says, mournfully:

"No, I never smoke."

Recently some one in the City Hall asked him the reason he always declined in such a mournful tone.

"Possibly because it always suggests a very humiliating incident," replied Mr. Reynolds. "Some years ago, while I was traveling abroad, I went to a dinner in Budapest. The girl I took in to dinner was a very charming young Hungarian. By means of our common German, we were soon acquainted, and I had begun to be very much fascinated with my fair companion. Presently the cigarettes were passed, and my friend, having daintily picked out one, offered me the box, and, as usual, I declined, explaining that I didn't smoke.

"She looked at me for a moment in surprise, and then queried, with mock deference, as she poised her cigarette gracefully between her fingers:

"'I trust it would not annoy you if I should smoke '

"I am sure I blushed."—N Y. Times.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS
Common Cigars furnished, if desired.

MAKE MORE MONEY

The way to make more money is to make more and better cigars in less time and at less cost than you have heretofore been doing.

Perhaps you do not need to be told that, but you do need to be told and convinced that the DuBrul Dieless Suction Table will enable you to do all this, and that it is, therefore, a money-maker which you cannot afford to overlook for another day.

By the aid of this table you get a hand-made cigar in the easiest way, the quickest way, and the most economical way.

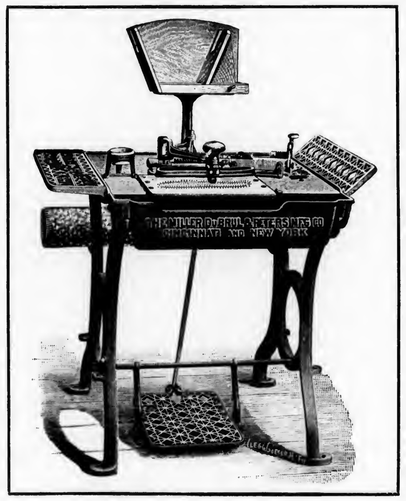
The machine rolled cigar is unsatisfactory, to say the least.

The human hand governed by a skilled brain is the only thing that can make good cigars.

The reason is, that a cigar cannot be well made and cannot smoke well unless the wrapper "hugs the bunch" exactly and tightly at every point, and unless the head is made with the utmost care.

Machine rolled cigars have poor heads, the wrapper does not fit, "skippers" come often, and the numerous "pockets" along the lap edge make the whole thing an inferior product.

With the DuBrul Dieless Suction Table you get the best possible product.



The removal of the dies and rollers in this table does away with all previous objections to suction tables.

The DuBrul table is very simple in mechanism, the cutting is done by a circular knife which is easy to keep sharp, and there are no dies or anything else in the way of the operator.

It always cuts a perfect wrapper with a clean cut edge.

There is no waste, no wrappers getting mashed or twisted in the rollers and, as the cutting mechanism swings away after the wrapper is cut, the operator has all the room needed, and a wrapper in perfect condition with which to do a good piece of work.

Operators like this table because it is simple, and they won't leave it for any die table.

Foremen like it because there is no sharpening of dies and no adjusting of anything.

Manufacturers like it because it is a money-maker without an equal.

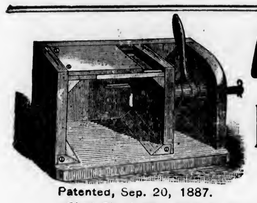
We have just issued a little book which tells all about this table, and, why you ought to have it.

This book we will be glad to send to you if you write. Ask for booklet **W. S.**

Please remember that we sell the best die table made, and can show you either style at our offices.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



Patented, Sep. 20, 1887.

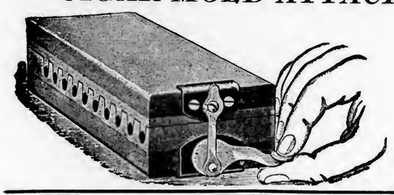
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Mexican Crimped Cigarettes.

El Buen Tono Co. has just opened a branch office in New York city, and has sent out the following circular to the trade:

NEW YORK, April 1, 1902..

Dear Sir: We beg to inform you that we have opened a Branch of our Mexico Factory at 1261 Broadway, New York.

Our brands, "Red Top," "La Mascota" and "Preciosos" are made of the choicest and purest Mexican tobacco, exceedingly aromatic, coming from our own plantations in Mexico, and possessing all the desired qualities previous to being placed before the consumer.

They have the following good points: distinctly different from other flavors, the aroma of the finest Havana cigar, but mild enough to inhale without discomfort.

All our cigarettes are made by a crimping process, without any glue or paste.

We feel confident that our cigarettes will find ready sale, as, once the public has tasted them, they are sure to become favorites.

We gladly will ship you by return of mail samples for distribution amongst your customers who are fond of a good cigarette.

A liberal discount will leave you a good margin of profit, and soliciting your patronage, we remain,

Yours very respectfully,

EL BUEN TONO CO.,
ERNESTO PUGIBET, General Manager.

THE TRADE IN READING.

READING, PA., March 29, 1902.

Cigar manufacturers here who have not yet received their internal revenue rebate from the government on cigar stamps will not get it for some time. Quite a number have already received theirs, through previous application before the appropriation for the purpose was exhausted. The rest will have to wait until another appropriation is made.

The Bon Ton Cigar Co. have rented the store room at the southwest corner of 9th and Elm streets, and take possession on April 1st. New fixtures have been ordered. Pool tables will be added, and reading, card and smoking rooms provided for the use of the patrons of the place. The company manufactures a number of its own brands.

J. L. Greene, of J. L. & M. F. Greene, leaf tobacco buyers, is in Wisconsin buying tobacco in that district. He writes that the crop was short and that he is merely buying the best lots now available.

The firm reports the sale of leaf tobacco as improving and that the trade is in good shape Large shipments are made every day.

William H. Yocum, of Yocum Bros , cigar manufacturers, left on a three weeks business trip through the west, going as far as Denver and other points. Their factory has had a very large run on 10 cent goods all winter, and they report the outlook as being very favorable.

The Lyons Cigar Co. is running with about forty hands at present, but the firm hopes to increase this number considerably during the month of April, as several large orders for the best hand-made goods have been booked. The firm enjoys a large run on its "Primrose" and "West" brands.

Mrs. L. M. Donnahower, the only women in Reading, operating a cigar factory, retired from business. She sold the 2½ story brick dwelling and factory, at 963 North 11th street to grocer Elmer Boyer, and will hereafter live in private. Mrs. Donnahower conducted the factory ever since the death of her husband, which occurred several years ago She had a number of popular brands on the market which she disposed of to other manufacturers.

The show window of the cigar store of J. S. Blome was broken into several nights ago and robbed of over $50 worth of choice cigars and smokers' goods. There is no clue to the identity of the burglars.

Cigar manufacturer Harvey J. Hetrick has placed a handsome new delivery wagon on the streets.

George Fitchthorn, charged with operating a slot machine and selling cigars, cigarettes and tobacco to minors, was sentenced to three months in the Berks county jail, by Judge Ermentrout. Two other charges were held over him providing he returns the slot machine. This he was unable to do, and it is likely his sentence will be increased.

Charles Dengler, cigar manufacturer at Dengler's, received an order for 10,000 of his "My Boy" a popular nickel brand, from a

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
75,000 PER DAY.
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
C. E. LEBER, Proprietor No. 1597
Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports
HAVANA AND SEED CIGARS
Special Brands to Order. DELROY, PA.

D. B. GOODLING
Manufacturer of CIGARS Jobbing Trade only
Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

hotel keeper at Lima, O. Mr. Dengler will take charge of the Glen Hotel at Klapperthal Park this season, but will continue to manufacture cigars at the old stand. He has employed the services of a competent foreman for his factory.

The windowsat Potteiger's Model Cigar Store have been dressed with an attractive display of "Tulpehocken" cigars, which are manufactured by Lengel & Ernst, this city. The firm reports a large increase in the output of this brand.

A busy cigar manufacturer is E. E. Kahler. His factory is running on full time, and orders are rapidly coming in for the spring trade He received orders for the "Ben Austrian" and "Neil Burgess" amounting to 155,000 cigars. Mr. Kahler recently received a handsome and costly lithograph from Germany, through Wolf & Bro., of Philadelphia, which he is distributing among the local trade. It is a reproduction of one of Ben Austrian's paintings, and represents a number of small chicks in a work basket. Mr. Kahler says he can use a few more cigar makers and strippers, but that they are hard to get. The recent storms somewhat interfered with business throughout the state but now everything is moving along smoothly. POMPEY.

Imports of Cigars and Leaf Tobacco
FROM HAVANA
Per steamers "Monterey" and "Morro Castle."

CIGARS	cases
Park & Tilford, New York	40
Acker, Merrall & Condit, New York	37
G. S. Nicholas, New York	35
B. Wasserman, New York	22
Estabrook & Eaton, Boston	17
Goldberg, Bowen & Co., San Francisco	7
M. Blaskower & Co., San Francisco	6
Rest & Russell Co , Chicago	6
Upmann & Wilcox, Chicago	6
Waldorf-Astoria Segar Co., New York	5
S. S. Pierce Co., Boston	5
G. W. Faber, New York	4
Calixto Lopez & Co., New York	3
E. Regensburg & Sons, New York	3
Duncan & Moorhead, Philadelphia	3
C. B. Perkins & Co., Boston	2
R. L. Rose Co., Providence, R. I.	2
Labold & Newburgh, Cincinnati	2
M. A. Gunst & Co., San Francisco	2
Thompson & Leavitt, Boston	1
S. Levyn, Buffalo	1
Hy Straus, Cincinnati	1
W. A. Stickney Cigar Co., St. Louis	1
Total	211
Previously imported	1,562
Imported since Jan. 1, 1902,	1,773

LEAF TOBACCO	bales
Sartarious & Co., New York	374
J. Bernheim & Son, New York	290
American Cigar Co., New York	202
G. V. Watson & Co , New York	168
S. L. Goldberg & Son, New York	123
Schroeder & Arguimbau, New York	112
E. P. Cordero, New York	104
Sieber Cigar Mfg. Co., New York	85
I. Bijur & Son, New York	65
A. Pazos & Co., New York	65
O. Malchow & Co , New York	54
M. Alvarez & Co., New York	50
E. Rosenwald & Bro., New York	50
Rothschild & Bro., New York	50
M. Stachelberg & Co., New York	50
Sutter Bros., New York	50
Jose Lovera & Co., New York	46
A. Blumlein & Co , New York	44
M. Atak & Co., New York	40
Sutter Bros., Chicago	30
S. Ruppin, New York	25
S. Ashner & Co., New York	20
R. H. Mills, Cleveland	20
"B. F." Milwaukee	20
S. Auerbach & Co., New York	15
The Hilson Co , New York	11
E. M. Schwarz & Co , New York	10
B. Labe & Sons, Philadelphia	10
F. Alvarez, Cleveland	4
Total	2,177
Previously reported	27,005
Imported since Jan. 1, 1902,	29,182

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

J. M. McGUIGAN
5 CENT BRANDS: Light Horse Harry, La Colonia, Cassandra, Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

Growing Tobacco in Tents.

The accompanying illustration shows an eight acre field of Sumatra tobacco, under tenting cloth, and was taken on the farm of Ariel Mitchelson at Tariffville, Connecticut. It is one of several fields cultivated under shade by Mr. Mitchelson in 1901, the area which was cultivated amounted in all to about twenty acres. Twelve other growers adopted the same method on a smaller scale in Connecticut and Massachusetts in 1901, and the area grown in this way was 43 acres.

Mr. Mitchelson is regarded as the pioneer in the commercial introduction of this system of tobacco cultivation in New England, for up to the time that he went into it so heavily last spring, the only shade grown tobacco produced in the north had been an experimental one-third of an acre grown at Poquonock by the state and government experiment people in 1900.

The necessity for having a strong specially made fabric to cover the tents and withstand the hail, wind and weather, turned the attention of Connecticut people toward inventing a new cloth, and the result of the work of the combined experts and practical growers is a tenting cloth which has a corded selvage and concentrated filling every 5½ feet, and which is quite a different thing from the ordinary cheese cloth which was used in 1900, and an improvement on the cloth which was used in 1901. This new cloth is made at the mills of J. H. Lane & Co., in Easthampton, Mass., and has been named the Ariel Tenting Cloth, in honor of Mr. Ariel Mitchelson. It is made in widths of 126 144 and 200 inches. and is claimed to be the only cloth made specially for this purpose Its superiority to the cloths used in 1900 and 1901 will undoubtedly do much toward perfecting the success of the new industry.

AN EIGHT-ACRE COVERED TOBACCO FIELD IN CONNECTICUT.

The Sumatra tobacco produced on the eight acre field illustrated averaged about 1,500 or 1,600 pounds to the acre before sweating, and it is now with other Connecticut shade grown leaf, awaiting an auction sale in New York under the government auspices, the growers having united in arranging to have their crops sold at one time under the direction of a committee appointed by the Secretary of Agriculture, of which E. Stevens Henry, of the First District of Connecticut, is chairman. The date of the sale has not been definitely fixed, but it will probably be about May 1.

The largest grower of shade tobacco in 1902 will very probably be the Connecticut Tobacco corporation, of which company several Hartford people are stockholders, and of which Ariel Mitchelson is secretary and treasurer and Marcus L. Floyd general manager. This company proposes to grow more than 100 acres on its plantation in Tariffville, under shade. The firm of Olds & Whipple, of Hartford, will also engage in the growing of tobacco in shade extensively in Suffield and Windsor, while the Ackerly Tobacco company, incorportated, has recently purchased nearly 200 acres in Granby, just across the river from Tariffville, and will cultivate 10 acres under cloth.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

A Georgian Snuff Box.

Though fallen from your high degree,
Once tapped by princely fingers,
You breathe of more than "burnt rappee."
Round you a memory lingers
Of those wild days of wine and wit,
Of patch, peruke and passion,
When sprightly Oldfield ruled the pit,
And Hervey led the fashion.

When Walpole trimmed the ship of State
To meet each Tory billow,
When "poet Pug" lampooned the great,
When Pulteney played Spadillo,
When "worthless Moll" amused the Court
With philosophic chatter,
When Bolingbroke pledged deep in port
"The King across the water."

When flashed the lightnings of the Dean
To blind the eye of Stella,
When scoffing Congreve viewed with spleen
The wares of Gay prunella;
When, seated with the board's delights
(For Georgian bucks were gluttons),
The town sparks sought the shades of "White's"
Or tossed the dice at "Button's"

Old snuff box, could you thrill to speech,
In gossip none were greater.
Whose chronicles exceed the reach
Of "Tattler" or "Spectator."
But, ah! as dumb as dead Queen Anne,
You lie in peace unbroken—
A remnant of the Georgian span,
A Hanoverian token!

—London Spectator.

From the Gem of the Antilles

[Special to The Tobacco World.]

HABANA, 27 de Marzo de 1902.

News received from all the sections in the country where tobacco is grown on this never too highly spoken of Island of Cuba for its justly celebrated tobacco, is that fine clear weather is prevailing, and the tobacco which has been cut and is hanging on the poles in the barns is drying off as well as can be desired, and that which still remains growing in the fields looks well in general. The crop of Vuelta Abajo is short, owing to so little rain having fallen during the early planting season and will find ready buyers, in fact quite a number of vegas have been sold already, the farmers receiving high prices for them. In the city of Havana next to nothing remains of last year's vueltas, that is in first hands, and anyone coming down here now would have hard work to buy good vueltas except at fancy prices. Of course, lots can be found here and there, but they are scarce.

Semi-Vuelta will also produce a short crop. Very little was planted for the reason that they had no rain when they wanted to break up the soil, and others who did plant early saw their seedlings burned up by the strong sun, and later on, when rain did come, the seedling farms were pretty nearly exhausted and not all of the farmers had money with which to buy new seedlings, or could they find anyone to advance them the money or who would sell them on credit. Of old Semi only a few lots remain in the city, and in the country there is nothing.

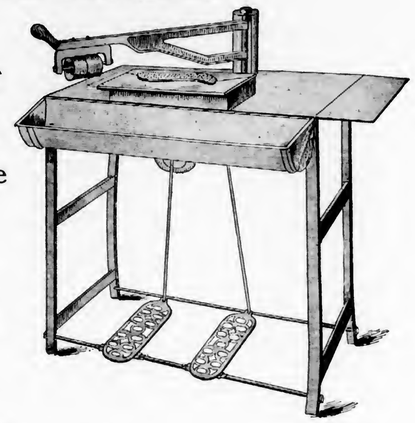
Partidos, while it suffered a good deal this year also from the lack of rain, still in most of its districts irrigation plants are in use, and so they do not have to depend upon the elements for their water, but can supply that nourishment to the plant when it is needed, and of all the tobacco raised on the Island this year the best crop will be from the Partidos, and some very fine wrappers will be packed in the towns: Alquizar, Guira de Melena, San Antonio de los Banos, Gabriel, Salud, Santiago de les Vegas, etc. Of fine Partido wrappers those who came here early in the season found what they needed, but now few fine lots are to be had. Partido fillers are also scarce, and good prices are easily obtained.

Remedios is very far behind this year, and up to now not very much tobacco has been cut. This section of the country suffered most from the continued drought, and the tobaccos which were planted early remained dormant for a long time. Still, rains which fell later on have somewhat helped the crop, but it will be only about one-third as large as the last one, and in a number of cases unhealthy leaf is all that can be expected. Notwithstanding, there are sections which will produce as good a leaf as ever was produced, but these will be few. In the market there is still to be had some of the 1899-1900 crop of first and second capaduras, and of the 1900-1901 crop the greater part is yet unsold, that is of the first and second capaduras which are used in your market, but as soon as the tariff in the United States is reduced it is expected that the good class of tobacco will soon change hands. In fact, a number of sample bales are at present in the States representing large vegas and escojidas, and decisions are awaited when the reduction takes place if not possibly before. The market is fairly active and prices hold firm, and while it is true that a good many American houses who visit this market do not buy as heavily at a time as formerly, still they make trips oftener, and in the course of the year it amounts to about the same thing.

Luis Marx, who owns the "Zorrilla" and "San Antonio" farms in the heart of the Tumbadero district, arrived recently from New York and will visit his plantations to see how his tobacco is drying in the barns, having cut up to now enough for about 2,500 bales, the greater part of which will be wrapper tobacco, as he grew extensively under cheese-cloth, besides having natural shade on his farms from orange trees, the tobacco turning out large, silky, spotless, and above all, perfectly sound, so he has a crop that anyone could envy.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia., are Western Selling Agents

Adolfo Moeller has also a very fine crop on his Guira plantations. The tobacco there had the advantage of plenty of shade from the numerous orange trees which are on the plantations, and with the great care given the tobacco it has turned out an A1 crop, and when all is gathered it should give a sufficiency for about 2,000 bales. Adolfo Moeller is also a heavy packer of Santa Clara tobaccos, and in his enormous San Ambrosio warehouse (its capacity is 60,000 bales) buyers will be able to find what they want from medium-priced goods up to the choicest and fanciest packed on the Island.

Jorge P. Castaneda & Co. are large growers and packers of Vuelta Abajo and Partido tobaccos, and in their warehouses can always be found numerous vegas from which one can select that which is best suited to his trade.

In town are David H. del Monte, of New York, Ford Huntington, of the Havana Commercial, Jose de Castro, of the Sieber Manufacturing Co., Messrs. Friedman and Waldman, of J. Friedman & Co., of Chicago, Jose Lovera, and a few others.

The factories in general are doing little; still the independent ones are in most cases running with full forces and are, if anything, behind in their deliveries. The "Ramon Allones" and "Cruz Roja" factories of Rabell, Costa, Vales y Cia, are unexceptionally busy, and their new brand "Marques de Rabell," is having a tremendous sale, which is no wonder, as the material is the best that money can buy, the workmanship perfect, and besides, the boxes are gotten up in a very attractive appearance.

The "Punch" factory of Manuel Lopez is also having a very large run on their goods. The factory "Por Larrinaga" is another one of those factories which are working hard to keep up with the constantly arriving orders.

Arrived from the country since January 1st the following bales:

Vuelta Abajo, 9,711; Partidos, 4,205; Remedios, 38,751; Semi Vuelta, 452; Matanzas and Santiago de Cuba, 49: total, 53,168.

Exports from the port of Habana to the United States.

Mar. 10, str.	Miami	10	bales
" 11, "	Olivette	2,883	"
" 15, "	Mexico	1,667	"
" 15, "	Whitney	250	"
		4,810	bales

Exports to Germany and France, March 8-15, per various steamers 2,316 bales.

Total exports for week ending March 15, 7,126 bales. HABANO

The plant of the Stewart Snuff Co., Clarksville, Tenn., recently seized by the Internal Revenue officers for alleged irregularities, was released a few days ago on payment of $500 by the company.

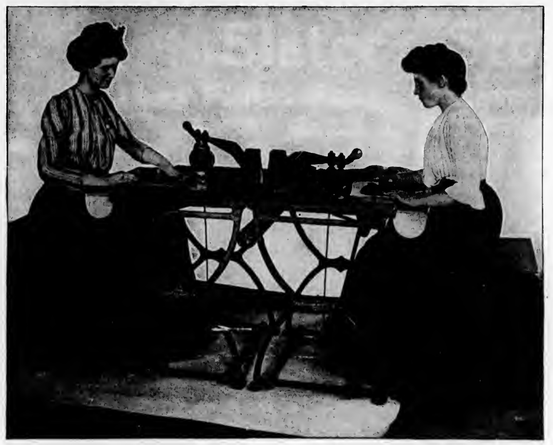
TRADE will Follow
the introduction of the

High Grade Seed and Havana CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street. Philadelphia, Pa.

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,

Hellam, Pa

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. COLUMBIA, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street, READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER,

"How Bitter a Thing it is to Look into Happiness Through Another Man's Eyes."

Attain happiness and increase your business, like the other fellow, by laying in a stock of either

CHIEF RABBAN WYOMING ELK **10c.** LADY MAR MEASURE FOR MEASURE **5c.**

Others tell us *"The Price and Quality are Right."*

PENN CIGAR COMPANY,

Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)

Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

There is only occasionally a sale made where the price obtained is given, and yet there are many sales reported. So far as we are informed as to prices, they range higher and higher from month to month, but are still too low. Considerable preparation seems to be going forward for growing shaded wrappers. At Hatfield our correspondent, Alfred H. Graves, is to put in about six acres, and Benjamin M. Warner the same amount, and Lewis Kingsley a couple of acres; and quite likely two others will try an acre each. So at Whately L. F. Graves will enlarge the business to some extent. At Agawam, Feeding Hills and Southwick, and possibly some other towns in Massachusetts, we hear of sales of light wrappers at 50c and through crops at 20c assorted, but holders don't care to sell more at those prices.

Our correspondents write:

Feeding Hills: "The last of the tobacco sold is to be delivered this week, one or two small crops, which are being assorted. Only one of the buyers backed out entirely from taking what he had bargained for. He had never bargained for so much before, or offered so high prices; but after a time it was all sold, yet at a great reduction in prices. They bargained at 23 to 24 cents, but had to accept of 13 cents, and even 12 cents at the last. The bulk of the growers will raise fully their usual crop, while a few will make a large increase, so the crop will be fully 25 per cent. larger."

Hinsdale: "Smith farm will have 25 acres under shade and 100 acres out. This last is to be surrounded with cloth, to keep out fleas and grasshoppers."

Northfield: "It is reported that tobacco in this town is about all picked up. Warren Wright sold and drew it to South Vernon. Indications are of an early spring."

Simsbury: "A friend writes me that quite extensive fields of shaded leaf are to be raised this season. He has the oversight of some 15 acres for New York parties. The outside grown fields will be about as usual. We shall be pleased to hear from him from time to time of results."

Wethersfield: "We report the following crops of tobacco: J. R. Anderson and Frank Warner sold to Fuller of Hartford; John Warner, William Shorts and Edgar Smith to Miller of Hartford; Charles Smith, E. J. Bulkley his Havana, and Fred Hale to Mitchelson. Prices said to be paid from 10 to 14c through."

Hinsdale: "I have to report the sale of one small lot, S. Bachelder, 1,200 pounds in the bundle, at 7c. There are several nice lots in town, but they refuse to sell at offers of from 6 to 10 cents, and will assort rather than give away the goods."

Whately: "Lyman A. Crafts sold 11 acres at 16 cents. Mrs. R. M. Swift, 10 acres at 16 cents, and Wells I. Smith, 12 acres to the American Tobacco Company, in bundle, at 13½ cents."

North Hadley: I have assorted my crop and have sold it by grades, and it netted me a little better than 20¾ cents per pound. A neighbor, who raised 30 acres, has just sold at 12½ cents. The crop was about as good as mine, and now he is kicking himself all over town and says he was in too much of a hurry. That has been the trouble with most of them. They seemed to tumble over each other in their haste, to dispose of their crops."—American Cultivator.

BALDWINSVILLE, N. Y.

The better condition of the roads has made a decided improvement in the local market. J. T. Skinner has purchased a number of crops for G. Falk & Bro., and S. D. Green, representing J. Bunzl & Son, has been riding every day and is reported to have picked up a considerable amount. Geo. Erisman, of Lancaster, Pa., who has been riding with Wm. Ward, has been buying, as has also A. Heinke. A considerable amount of tobacco has been received during the week, some of which has been taken in at the railroad station and shipped; shipments have also been made from the warehouses. K. S. Falk and J. M. Falk, of New York, have been receiving some of the earlier purchases made by their firm, about 400 cases being taken in on Tuesday and Wednesday and shipped to the firm's warehouse at Lancaster, Pa. J. M. Duignan, of Lewis Sylvester & Co., New York, is also here and has been receiving the purchases made by his firm. Chas. R. Goldsmith, of New York, was here Monday, but did no riding. The following crops were bought during the week by J. T. Skinner: B. Warner, Van Buren, 21cs; D. Albright, Lysander, 8cs; E. Turner, Plainville, 13cs; W. E. Ward, Plainville, 21cs; John Haydou, Lysander, 24cs; Geo. Emerick, Meridan, 14cs; A. Terpenning, Meridan, 1 cs; J. M. Knoles, Lysander, 9cs; L. Sisterly, Euclid, 21cs; E. H. Ladd, Euclid 11cs; M. Cole, Lysander, 11cs; Tyler & Upson, Betts Corners, 29cs; Command & Blanchard, Plainville, 33cs. Among those who have recently sold to S. D. Green are John Livingston 3a, Ray Thomas, 3a, Wm. Brown, 1a, John Waltz, Hannibal, 3a. A. Heinke has purchased the following crops in the bundle: G. L. Dunham, Granby, 1a; Geo. Tiffany, Memphis, 2½a; J. D. Brown, 2a. Also the following crops assorted: A. M. Rice, Little Utica, 3a; F. W. Chapman, Hinmansville, 2a.—Gazette.

MIAMISBURG, OHIO.

The only noticeable change in the market since our last issue is that buyers are quickening their pace and buying more rapidly than heretofore. There has been no change in prices, Zimmer 10c and seedleaf 7c, in the main, with occasional exceptions of a fraction above or below, and the demand for the two varieties about equal. The bulk of the better crops have already been bought.—News.

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Thos. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

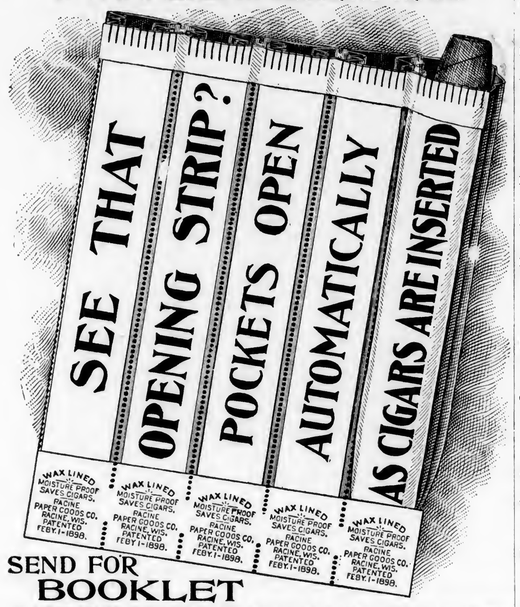
Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. Le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON 105 S. 13th St., Phila. Reprsentatives.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Cable Address, "CLARK."

Clarksville, Tenn.

550 Times Sweeter than Sugar

GLYCOSINE

Guaranteed Most Powerful, Agreeable, Cheapest and Best.

Write for Samples and Particulars.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

BUSINESS CHANGES, FIRES, Etc.

Connecticut—New Britian—Gabin & Patterson, cigar manufacturers, dissolved; succeeded by Paul Gabin.

Illinois—Aurora—Fauth Bros., cigar manufacturers; succeeded by Fauth Bros. & Co.

Chicago—G. O. Demarais, cigars; petition in bankruptcy—E. S. Fogg, cigars; petition in bankruptcy—H. Fuchs, cigars; petition in bankruptcy.

Rockford—Peterson & Munthe, cigars; succeeded by Fritz Munthe.

Indiana—Indianapolis—S. L. Murgarger, retail cigars; canceled chattel mortgage $275.

Louisiana—New Orleans—Arthur Dana, cigar manufacturer; voluntary bankruptcy.

Massachusetts—Fitchburg—Teehan & Goodrich, cigar manufacturers; mortgage on right, title and interest in cigar business, $1,000.

Holyoke—E. M. Shumway, cigars, etc.; sold out.

Missouri—St. Louis—Christian Peper, tobacco manufacturer; bill of sale, $700,000, to Christian Peper Tobacco Co.

Ohio—Dayton—Wolf & Jones, tobacco; dissolved.

Lewisburg—G. E. Gay, leaf tobacco; real estate mortgage, $428.

Springfield—Wm. Myers, retail cigars, etc.; out of business.

Virginia—Lynchburg—A. F. Thomas & Co., leaf tobacco; discontinued.

Wisconsin—Oshkosh—Paul Rehbein, cigars; real estate mortgage, $1,000.

LATE REVENUE DECISIONS

Exports to the Philippines.

The Commissioner has ruled that all articles which may be exported free of tax or with benefit of drawback to foreign countries may also be exported to the Philippine Islands under provisions of section 6 of Philippine tariff act, approved March 8, 1902.

Labels in English Import Stamps.

In regard to the use, in certain cases, on boxes of domestic cigars, of a label printed in Spanish, the Commissioner has called attention to section 8 of the act of July 24, 1897, which provides that all imported goods shall be labeled in legible English words to indicate the country of origin. The use of strips to simulate the import stamp is another practice contrary to the law and regulations, and stringent measures will be taken to put a stop to it.

Refilling Boxes of Porto Rican Cigars.

Complaint was recently made that boxes which had contained Porto Rican cigars were being refilled, and it was suggested that boxes of cigars coming from Porto Rico should be required to bear the caution notice label required for cigars of domestic manufacture. The Commissioner stated, in reply, that while the act of April 12, 1900, does not provide for the use of a caution label similar to that used by manufacturers on domestic cigars, the refilling of these boxes is a violation of the provisions of section 3392 of the Revised Statutes, relating to the re use of boxes, and vigorous measures will be taken to repress this unlawful refilling of Porto Rican cigar boxes.

THE WORLD'S Profitable Inches

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.

W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE KLEINBERG'S Chico

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

If you are looking for a Leader —TRY— STAGE QUEEN,

The Incomparable 5-Cent CIGAR . .

W. S. OHMIT, Washington Borough, Pa.

John U. Fehr,

PACKER OF AND DEALER IN . . . LEAF TOBACCOS

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,

Importer and Mfr. of Arabi Pasha CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck"

NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila.

Bege Bros., Manufacturers of Cigars

No. 4353 Main Street, MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order: The Finest Grades of Tobacco Used.

L. BLEIMAN,

Manufacturer of Russian and Turkish Tobacco and Cigarettes

WHOLESALE,

Gold End Cigarettes a Specialty.

557 N. Second St., Philadelphia.

The Trade-Mark Registry Department of The Tobacco World will give you Careful Service.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.

IMPORTER OF SMOKERS' ARTICLES, &c.

DEALER IN LEAF TOBACCO.

40 W. Orange St.

Lancaster, Pa.

FACTORIES: DETROIT, MICH. COLUMBIA, PA.

Our Leading Brands: LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c, DURHAM TROTTER SCRAP. For Chewing and Smoking

Purchase and Sale of Leaf Tobacco.

In passing upon an inquiry whether a person could go to a tobacco growing State, purchase tobacco before it was cut, cure it, and afterwards bring it into his own district, and travel from place to place and peddle the tobacco without the payment of tax, the Commissioner held that though a person might purchase tobacco before it is severed from the land, or make a contract of purchase under which it was to be delivered to him when severed, this would not exempt him from the operations of the statute requiring such tobacco to be properly packed, labeled and stamped before being sold for consumption, and as provided by the Regulations, No. 8, pages 5, 6 and 7, to which attention was called.

Manufacture of Cigars by Leaf Growers.

A cigar leaf tobacco grower, who reported that he proposed to manufacture cigars from tobacco which he raised himself, and who inquired whether he would be required to qualify as a manufacturer and pay tax on the cigars, was advised that every person who makes cigars for himself, or employs others to make or manufacture cigars is regarded as a manufacturer of cigars within the meaning of the law, and is required to make return on Form 11 and pay special tax; and in addition to this requirement, must file a statement on Form 36½ and give a bond, Form 100, in the penal sum required by the collector of Internal Revenue for his district, and that the fact that he raised his tobacco material did not change the status of the case.

Manufacturers' Bonds.

A cigar manufacturer, who appealed to the Commissioner from the order of his collector to file a new bond, was advised that section 3387 of the R. S., provides that manufacturers shall give a bond in such penal sum as the collector may require, and the penal sum of said bond may be increased from time to time and additional sureties required, at the discretion of the collector, or under the instructions of the Commissioner of Internal Revenue. If a surety dies or becomes insolvent, or if the manufacturer increases his annual output, making a new bond necessary, it is the duty of the collector to require a new bond. He has sole charge of such matters, and it would be useless to appeal a case unless the penal sum fixed in the bond is excessive.

Exportation of Manufactured Tobacco.

A tobacco manufacturer who inquired whether he could send certain unstamped packages of tobacco to one of the South American States through the mail, or whether he would be required to export the tobacco in bond from his factory, was advised that all tobacco, however prepared, manufactured and sold, or removed for consumption or sale in the United States, must be put up in statutory quantities and properly labeled and stamped before removal from the factory, and that tobacco which was intended for export must be exported in bond, as provided by the Regulations, No 8, pages 81 to 96, inclusive. Also that section 3, article 16, of the Universal Postal Union Convention prohibits the importation through the mails of articles liable to customs duty, and sections 4 and 5 of that article modified section 3 to the extent of reserving to the government of any country of the Postal Union the right to deliver or to refuse to deliver articles imported in the mails and liable to customs duty. Stamped packages of manufactured tobacco found in the mails of the United States are held to be illegal and prohibited; but if exported from one country to another through the mails such packages can be returned reciprocally, without charge to the government from whence the tobacco was first mailed. If imported tobacco is found in the mails in the United States in small quantities it is subject to seizure, there being no evidence connected with the packages showing payment of duty and Internal Revenue tax, and the same ruling prevails as to unstamped packages of domestic tobacco found in the mails. The Department has decided that where the importation of a dutiable article is small and made by mail, such articles, in the absence of fraud, may be released to the owner or consignee or his assign, upon the payment of duty and the Internal Revenue tax, if a taxable article.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY.

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price Lists on Application.

FOR SALE BY ALL DEALERS

VIRGINIA · PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10-cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers
PHILADELPHIA

LIBRARY. RECEIVED APR 10 1902 Dept of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 15. | PHILADELPHIA, APRIL 9, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

This is a Good Time for You to

BUY HAVANA,

and leave it in bond.

Prices will certainly Go Higher when the Duty is Reduced.

We have a Fine Stock to offer.

SCHROEDER & ARGUIMBAU;

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

OUR NEW IMPORTATIONS

OF

HAVANA TOBACCO

Vueltas and Remedios

1901 Crop

Have just arrived. We carry in stock at all times a complete assortment of

Fine Old Havana Fillers

ROTHSCHILD & BRO.

No. 141 Water Street,

NEW YORK.

77 and 79 Jefferson Avenue, Detroit, Mich.
Warehouses: Warehouse Point, Ct., and Springfield, Ohio.
Calle de la Reina No. 20, Havana, Cuba.
O. Z. Voorburgwal 203, Amsterdam, Holland.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XV.—Why Napoleon Re-established the State Monopoly in Tobacco in France.

By W. J. HAZLEWOOD.

The Emperor was in an uncommonly genial humor on the evening of November 28, 1810, at the great ball at the Tuileries, for he had a rude word for everybody. It was "You ninny," here, and "You blockhead," there, for each woman and each man before whom, beside whom or behind whom he chanced to stop in his progress. It was only when he was most gracious that the little ogre scattered these epithets abroad indifferently. Usually he reserved them for his familiars.

The scene on the occasion of which I am speaking was as brilliant as any state function the world has ever beheld. The fairest women and the handsomest men, in costumes as gorgeous and as harmonious as the ablest deviser of stage pictures could have planned, had the whole affair been left to him, were there to do honor to the marvelous Corsican, who at that moment was at the very zenith of his power and glory.

Napoleon circled the room with his head drooping forward and his hands clasped behind his back, save when he advanced his right hand in order to pinch the ear of some man or some woman, and to ask in the one case, "Well, you blockhead, how goes it?" or in the other, "You ninny, where did you get those jewels?" The courtiers considered these uncouth pleasantries to be the height of wit, and each of them blushed to the ears with pleasure at being so addressed.

At length the Emperor approached a lady whose side face only was turned to him. She was easily the best dressed and the most gorgeously bejewelled woman present, not excepting the Empress. She was a lady who, in the French books which tell the story of her wealth and its source in her husband's great business as a manufacturer of tobacco, is always spoken of as Madame R——; you will find it so given even in Leronx's great encyclopedia. Why only the initial of her husband's name should have come down to us is more than I am able to understand. However, so it is. Madame R——, then, was the finest looking woman at the great state ball at the Tuileries on that famous evening of November 28, 1810. She said afterward that she had had a presentiment of approaching misfortune that whole day, and she would willingly have remained at home, but fate had willed otherwise. Without taking the trouble to glance closely at Madame R——'s face, a face well worth taking many a long look at, Napoleon pinched her ear, in which one of a pair of great brilliants was blazing, and asked, as he had asked that same evening of many another lady: "Well, you ninny, where did you get those jewels?" Madame R—— had never been formally presented to the Emperor, but she knew him from his pictures, which at that period were in every home in France. She was a spirited woman, as well as one who respected herself highly. And, besides, the pinch hurt her. So she turned her full face, flushed with anger, upon the boorish Emperor, her eyes sparkling as brightly as her diamonds, and said:

MR. W. J. HAZLEWOOD.

"I got my jewels honestly, sire, and your Majesty is the only stranger who has ever ventured to address me with rudeness."

Whereupon she curtsied deeply, and withdrew from Napoleon's neighborhood.

The Emperor was not sufficiently the gentleman to take his dressing down with humility. Instead, he sulked for the balance of the night, and next day summoned Fouche, his minister of police, and demanded to be told all about the lady who had dared to rebuff him. Fouche informed his master, and for once he spoke the truth, though he usually lied to the Emperor, as Napoleon afterward recalled at St. Helena, that she was the wife of the richest manufacturer of tobacco in France.

Now, the accounts given of the re-establishment of the state monopoly in tobacco in France by Napoleon in 1810, in the histories and books to which I have referred, say that the quantity and value of the jewels worn by Madame R——at the Tuileries ball served to open the eyes of the Emperor to the value of tobacco as a source of revenue to the state, and that if it had not been for the lady's fondness for display, the business of growing tobacco and of dealing in the raw and manufactured product would have remained free in France, as it became in 1791, but this is not the truth. At least it is not wholly the truth. Napoleon cared nothing for Madame R——'s jewels; at any rate he cared no more for her trinkets than he did for those of any other woman excepting the Empress's, and he cared for those only because the jewelers were so unreasonable as to expect him to pay for them, but he did resent a snub. His gigantic self-love, and how gigantic that was you may realize for yourself when I remind you that he was in the habit of comparing himself with Washington, was wounded, and it was on that account that he took the revenge that is historic. He ordered the instant rehabilitation of the regie, just as it had been founded by Colbert in the time of Louis XIV, and from that day to this it has been impossible to buy a decent home-made cigar in all France.

—

Next Week—Chapter XVI:—"The Wrath of Sultan Amurath, and What Came of It," by L. Herzig, of J. C. Drucklieb & Co.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS AND PACKERS OF SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

122 NORTH 3rd ST.

K. STRAUS A. LOEB PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The States from the Cigar Man's Point of View.

XXX.

COLORADO.

More 10 cent cigars are smoked in the state of Colorado, in proportion to the population, than are smoked in any state in the Union. Colorado is to-day what it has always been, namely, one vast sanitarium, and mixed in with its health-seekers are those who work its mines and plough its fields. In sentiment the state is as eastern as Boston Common, and, indeed, of the scores of thousands of weak lunged people who perforce make Colorado their home a great many, and possibly the majority, come from out New England way. Most of those who live in Colorado because they can live nowhere else, are well-to-do and rather highly cultured people, who, if they smoke at all, naturally smoke only the better grades of cigars.

Many people coming to Colorado for the first time, who at home were addicted to the smoking habit, find at first that they do not derive as much enjoyment from the cigar as before. Some of them cease to smoke entirely upon settling down in Colorado. Owing to the exceeding dryness of the climate all cigars not kept in humidors dry out very quickly, and no smoker really enjoys a cigar that burns like tinder. Wealthy men in England, it is true, are in the habit of "ageing" cigars as they age wines, but the damp climate of England preserves cigars in a fresh condition for an indefinite time. Not so the rarified air of altitudinous Colorado. In Denver, in Colorado Springs, in Pueblo, in fact in every town in the state, the retailer has a steady fight to keep his cigars in that condition of freshness which is so dear to the heart of the American smoker.

For a period of many years, in fact down to about 1885, humidors were very rare in the cigar stores in Colorado, but since about 1885 every cigar store in the state is fitted up with a system of these indispensable appliances. The result is that since 1885 the cigar selling and the cigar manufacturing industries of Colorado have expanded wonderfully. While Colorado is visited by the representatives of all the ambitious eastern manufacturers, each of whom has more or less of a clientele, the state has many thriving cigar factories of its own, and these turn out a number of brands which are all the time growing in popular favor.

XXXI

WYOMING.

Wyoming is so very English that it is almost cockney. There are many Englishmen in Wyoming, engaged in the stock raising business, and these remain firm adherents of the pipe and very seldom buy cigars. In Cheyenne and Laramie, among American tobacco lovers the cigar is as popular as it is in all the other towns in the United States, but as a whole Wyoming cannot be considered a paradise by cigar travelers.

XXXII

UTAH

A rich church but a poor congregation. Outside of Ogden, which is practically a railway station and very little else, and Salt Lake City, which is only reasonably cosmopolitan, the cigar has mighty few devotees in Utah. The farming population of the state is too poor and too much under the eye of emissaries of the Tabernacle, which hates tobacco, to be able to indulge in cigars, and those who work the mines of the state prefer the pipe.

XXXIII

ARIZONA

Cigars are bought and sold in Tucson, Phœnix and Tombstone, but in quantities so inconsiderable as to be scarce worth mentioning.

XXXIV

NEW MEXICO

New Mexico is, all things considered, a good cigar state. It is fairly rich, with, in certain sections, a settled population descended from Spanish forbears, and it has in other sections several resorts much affected by well-to-do health-seekers. The four centers of the state where the buying and selling of cigars flourish as industries are Albuquerque, Las Vegas, Rosewell and Santa Fe.

Tobacco Culture Corporation.

The certificate of incorporation of the International Tobacco Culture corporation has been filled at East Hartford, Conn. The purposes of the company, as stated in the certificate, are to buy, own, rent, hire, lease, mortgage, sell and exchange lands in that state, or elsewhere in the United States and in foreign countries, suitable for the raising and producing of tobacco, and to prepare the same for market and sell at public or private sale; also to

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St. Philada.

HENRY M. WEAVER & SON,
Cigar Manufacturers,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts. Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

manufacture tobacco into cigars and any and all products of tobacco; and to buy, sell and deal in tobacco in the leaf or manufactured.

The amount of capital stock of the corporation is $100,000, divided into 1,000 shares of the par value of $100 each, of which $20,000 has been paid in. The subscribers are Sutter Bros., 420 shares; The Miami Leaf Tobacco Company, of Dayton, O., 400 shares; Clinton Spencer, Suffield, Conn., 50 shares; G. A. Billings, Hatfield, Mass., 30 shares. A. H. Reeder, Dayton, O., 100 shares.

The officers of the company are: President, John E. Sutter, New York city; vice-president, A. H. Reeder, Dayton, O.; secretary, Geo. A. Billings, Hatfield, Mass., treasurer, L. A. Borneman, New York city; assistant treasurer, George A. Billings, Hatfield, Mass.; directors, A. H. Reeder, Dayton, O., Clinton Spencer, Suffield, George A. Billings, Hatfield, Mass., John E Sutter, New York city, M. Krohn, Dayton, O.

Texas Leads Claims in Tobacco Rebate.

Collector P. B. Hunt, at Dallas, Tex., has received information from Washington, that an appropriation of $3,150,000 has been made for the payment of the tobacco rebate claims, and warrants are being drawn against this appropriation at the rate of 800 to 1,000 per day for the payment of the claims. There have been more than 48,000 claims passed.

The fourth district of Texas had the largest number of any district in the United States, over 2,300 claims having been submitted, examined and certified by the Dallas office. If a claim was irregular or incorrect it was cut out from the regular order so that the other claims would not be delayed. It is expected that the warrants for that district will be received during the latter part of April, and they will be mailed in every case as quickly as they can be recorded. It is anticipated that trouble may arise in many cases by reason of imperfect indorsements of these warrants, and the Collector is furnished with explicit directions in this respect.

Collector Hunt states that it is not necessary for claimants to write regarding their claims, as Treasury warrants will be forwarded to them as soon as received at his office, scheduled and recorded. Should any defects be found in the claims requiring amendment, the claimants will be notified as soon as his office is advised by Washington.

FLORODORA CIGARS.

The above is a fac-simile of an advertisement which is just now familiar to all readers of the daily newspapers.

The aim of the manufacturers is to give the public a cheap, clean, good smoke, something between cheroots and the better grades of five cent cigars, and the attempt appears to be entirely successful. Retailers who handle the "Florodora" brand agree in saying that it is the rapidest of sellers, and that the man who once buys three of them is always certain to come back for more.

The filler of the "Florodora" is Havana, and the cigar is mild and pleasant, and just what the advertisement says it is, "gracious to the nerves."

To Renew War on Cigarettes.

Lucy Page Gaston is on the eve of another crusade against the sale of cigarettes and tobacco to minors, and lately had a conference with the Illinois State Attorney, for the purpose of getting encouragement in her plans and pointers as to the most effective evidence before a justice. Miss Gaston told of the discovery of an Illinois law the existence of which is not generally known, whereon she counts for assistance in her work. This law makes it a misdemeanor to sell tobacco in any form to persons under sixteen years of age. The organization of which Miss Gaston is the leader is said to have secured the services of detectives to aid in the enforcement of the law.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nergl."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

The Tobacco Trade Directory and Ready Reference for 1902
Price, $1.10 by Mail.
Address The Tobacco World Publishing Co.
224 Arch Street, Philadelphia. *11 Burling Slip, New York*

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 9, 1902.

How Little Those English Know Us.

In a review of the so-called tobacco war now waging in Great Britain, an English newspaper, notorious the world over for its hatred of everything American, taking for its text the offer of the "American invader" to donate all of its profits and £200,000 to its customers, for the next four years, said on March 28: "English capitalists will risk millions in a trade war with the greatest pluck, but American capitalists will actually sacrifice them rather than be beaten. Such wars are the enjoyment of their otherwise rather dull and overworked life. They will feel disgraced if they do not win, and will stake their last dollar rather than be pitied on exchanges, which to them are fields of glory or humiliation. What else have they to live for? Politics offers no career. They cannot found families, in the English sense, and as for luxury, they enjoy it like the Roman nobles when they have it, or do without in serene content."

The man who wrote the sentences just quoted is lucky to be able to draw a salary from a sleepy, fine writing old London weekly. He couldn't hold a job for three days on an American newspaper, not because his English would be too fine for us, but because he writes such infernal nonsense. It is not true that American capitalists will sacrifice their last dollar in a losing fight, for no business men in the world's history have ever been either so far-sighted or so cold while at the same time knowing how to make the first dollar do as much as the last or any intermediate ones.

As to our ability to enjoy life and all its good things, it is only necessary to say that if it were not for us Americans the European designers and manufacturers of articles of luxury would starve to death. And as to founding families, we are doing that to the entire satisfaction of all concerned.

It is perfectly safe to to say that before the tobacco war in England comes to an end, and it can end only in one way, and that is a complete victory for the Americans, the English newspapers will know a great deal more about Cousin Jonathan than they have heretofore known, and it will do them a world of good, too.

JUSTICE BREWER delivered the opinion of the United States Supreme Court in the case of James D. Patton vs. Maggie A. Brady, executor of the estate of James D. Brady, Collector of the Internal Revenue for the Second District of Virginia. This case involved the constitutionality of the portion of the War Revenue act increasing the tax on tobacco from 6 cents to 12 cents per pound. The conclusion of the Court was announced to be that "it is within the power of Congress to increase an excise as well as a property tax, and that such an increase may be made at least while the property is held for sale and before it has passed into the hands of the consumer, and that it is no part of the function of a court to inquire into the reasonableness of the excise, either as respects the amount or the property upon which it is imposed. The act is controversy, so far as the charge by this plaintiff is concerned, is constiutional."

WITH a view to disseminating tobacco statistics throughout the world and creating abroad an increased demand for American goods, the Tobacco Association of the United States has just made arrangements with the Statistical Bureau of the Treasury Department, at Washington, to get such statistics, properly tabulated and printed, ready for distribution. It is believed that by spreading this information broadcast and letting those outside of this country knew better what is here in the way of tobacco, the desired result can be brought about.

REPRESENTATIVES of box manufacturers, leaf tobacco houses, cigar manufacturers and the cigarmakers' union met at Labor headquarters Kansas City, last week and discussed ways and means by which it is hoped that the sale of cigars manufactured in Kansas City may be increased.

THE OUTPUT of the tobacco industries of Pennsylvania for February, 1902, according to the revenue reports, amounted to 123,392,440 cigars, 79,500 little cigars, 3,295,250 cigarettes, 336,690 pounds of chewing and smoking tobacco, and 356,998 pounds of snuff.

Twenty Per Ct. Reciprocity.

The Clear Havana Manufacturers Association Presents a Brief to the Committee on Ways and Means.

At a meeting of the Executed Committee of the Havana Cigar Manufacturers' Association in New York on April 1, the following brief was adopted and the same has been forwarded to Washington:

To the Honorable Chairman and Members of the Committee on Ways and Means of the House of Representatives—

GENTLEMEN: Having in view the proposed reduction in the duties upon leaf tobacco imported into the United States from Cuba, we wish, for the reason set forth below, to respectfully call your attention to the interests of our industry, the manufacture of clear Havana cigars in the United States, in the framing of the bill designed to effect any such proposed changes.

In the carrying on of our line of business, it is necessary that manufacturers constantly keep in stock a large supply of leaf tobacco, and this for the obvious reason that they must be prepared to keep their factories supplied with raw material, which must be readily accessible—in other words, stored in their factories. Therefore any change that might be inaugurated in the duties upon leaf tobacco would entail large pecuniary losses upon those engaged in this industry, unless your committee, in its wise discretion, shall protect us, in the framing of the act, by providing a rebate for leaf tobacco on hand at the time of the going into effect of that act, covering any difference between the duties we have paid and the new schedule.

We respectfully submit that such changes as may be made in the tariff for the benefit of Cuba should not work unnecessary hardship and loss upon those who have built up an extensive industry in the United States, and especially as from the very nature of that industry we are required to carry in stock large quantities of Cuban leaf tobacco, upon which, should we not be so protected, we must inevitably suffer great losses; and unless we are assured of the rebate, we shall be obliged, in order to protect ourselves, to greatly reduce our production, with the result that a great percentage of our workmen will be thrown out of employment, until such time as the going into effect of an act adopted by Congress definitely establishing such changes in the present duties as shall be made.

Respectfully presented by the Havana Cigar Manufacturers' Association; Y. Pendas, president; R. A. Bachia, secretary.

[APPENDED]

Memorandum of approximate reduction of 20 per cent. on imported cigars and leaf tobacco as fixed by the proposed Cuban Reciprocity bill:

If the cost in Cuba should be $25 per M. and the weight be 11 lbs per M., the reduction on duty would be $11.15 per M.

If the cost in Cuba should be $35 per M. and the weight 11 lbs, the reduction on the duty would be $11 65 per M.

If the cost in Cuba should be $50 per M. and the weight 12 lbs, the reduction on the duty would be $13.30 per M.

If the cost in Cuba should be $60 per M. and the weight 12 lbs, the reduction would be $13.80 per M.

If the cost in Cuba should be $75 and the weight 13 lbs. the reduction would be $15 45 per M.

Calculating that the cost of the cigars in Cuba is $100 per M. and the weight 14 lbs, the approximate reduction of 20 per cent. would be $17.60 per M.

As to the raw material or leaf tobacco: To calculate the duty on wrapper and filler, based on the average amount of duty collected by the United States, the reduction of the duty on each thousand cigars of 20 lbs of leaf would be 1.50. If the size should cost $45 per M. in Cuba, and the weight be 9 lbs per M., the reduction in the duty would be $10 35 per M.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

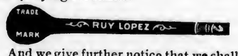
CIGAR STORE; good corner, established trade, mostly 5 and 10c goods, receipts running nicely, for sale very reasonably. Address DEALER, Box 127, Care of The Tobacco World. 4-9-4

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

DISSOLUTION OF COPARTNERSHIP.
New York, April 1, 1902.
THE Copartnership heretofore existing between Geo. V. Watson and Wm. J. Hazlewood under the firm name of Geo. V. Watson & Co., is this day dissolved, Mr. Hazlewood retiring. Geo. V. Watson continues the business. 4-9-1

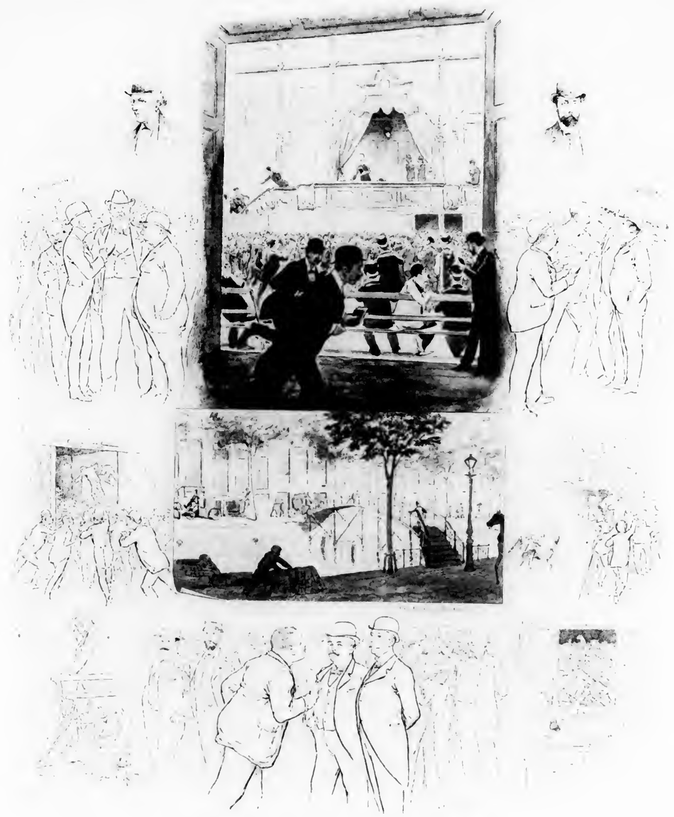
WANTED TO PURCHASE
Tobacco Ashes.
State particulars regarding quantity and price, and whether from stems or waste tobacco. Address "Tobacco Ashes," Care of William Hicks, 132 Nassau Street, New York. 4-2

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.
TRADE NOTICE.
WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

THE FRASCATI ON AN INSCRIPTION DAY.



Scenes and Incidents at One of the Great Tobacco Sales in Amsterdam.

In the picture above, which is published through the courtesy of Laverge & Schneider, are given faithful representations of scenes, incidents, and persons on an inscription day in the Frascati in Amsterdam.

The face to the left, at the top, is that of P. W. Janssen, founder and for many years Director General of the Deli Maatschappij; that on the left is his successor, Mr. C. van der Honert. In the center is seen the representative of one of the plantation companies, in the act of announcing the name of the successful bidder for a lot of tobacco. Pandemonium usually breaks loose upon each such announcement, and throngs of men immediately rush into the office of the broker who happens to represent the winner. Under a magnifying glass, the use of which will well repay whomsoever studies this picture, may be seen the names of certain well-known brokers over their respective office doors.

Immediately beneath the picture of the Frascati is a drawing of the so-called Gebing bridge, leading from the Voorburgwal to the Frascati.

Beneath this drawing again is a group of Dutchmen. Two of those in the foreground are well known in the United States. The short-haired, hatless gentleman is Mynheer Eppo Harkema, and the gentleman to whom he is addressing himself, namely the Dutchman with the embonpoint, is Mr. Hans Laverge. The artist has been slightly unkind to Mr. Laverge, for Mr. Laverge is not fat.

The next detail of the picture which is worth studying is that immediately beneath Mr. van der Honert's portrait, above which the artist has written the word "America." The tall, hatless, bald-headed gentleman is Mr. Wolters, of the brokerage house of J. H. A. Gebing, of Amsterdam.

Among the faces in this group may be recognized those of Benno Neuberger, Max Adler, Leopold Loeb, and others.

The magnifying glass, the employment of which in the study of this picture has already been suggested, will bring out with great clearness the further details of this brilliant and interesting work of art, and make clear not only the scramble incident to a Sumatra inscription, but also the severe mental and spiritual wear and tear to which the buyers are subjected.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

Roth, Bruner & Feist Have Sold Out.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, April 8, 1902.

Roth, Bruner & Feist, of Cincinnati, manufacturers of the "War Eagle" and other brands of cheroots, last week sold their business to the American Tobacco Company. It is said the firm's annual output of cheroots was between 40,000,000 and 50,000,000. The "War Eagle" brand enjoyed an extensive sale in almost every part of the United States.

It is not known what price Roth, Bruner & Feist obtained for their business, but it is believed to have been a good one, because in transactions of this kind the American Tobacco Company is known to be liberal.

The firm of Roth, Bruner & Feist is an old one. For a number of years it was the largest cigar manufacturing concern in Cincinnati.

The purchase of this business wipes out the only large competitor in the cheroot manufacturing field which the American Tobacco Company had.

***

Louis Hirsch, of Joseph Hirsch & Son, left for a brief business visit to Havana on the Mexico on April 5.

***

A fad in jewelry which has a peculiar interest for cigar manufacturers is just beginning its career in New York. It is of the creation of August Goldsmith, of the big jewelry manufacturing and diamond importing firm of Stern Bros. & Co. of Nassau and John streets. Upon his return recently from one of his trips to Europe, Mr. Goldsmith brought with him an oil painting which he had purchased in Amsterdam. It occurred to him that a reproduction, on a flat gold surface, of the lines of the picture should make a good brooch. There happened to be a dearth of novelty in the jewelry line at the time, and accordingly the completed work got a warm welcome from the trade. Since then the lines of other pictures have been reproduced and made into brooches. There is no reason why the lines of cigar labels, central picture, medals, flowers, etc., may not be made to adorn brooches. Some of these labels should make exceptionally handsome brooches, and doubtless ere long this suggestion will be adopted.

***

Stephen G. Ruth, the Havana commission merchant, returned last week from his visit to Cuba. He reports that he secured some excellent tobacco for his trade.

Retail cigar dealers all over Greater New York agree with one voice in saying that the "Floridora" is the rapidest seller they have ever known. The "Floridoras" go to the consumer at three for a dime, and as they are packed in threes and wrapped in tin foil with a band which has a gift buying value, in every box there are thirty-three such packages. In order to comply with the law one extra cigar is found in every box. Retailers say that the only disposition they can make of this cigar is to smoke it themselves.

***

Advices received in New York from Havana are to the effect that in Government circles there the impression is general that the reciprocity which Congress will finally grant to Cuba will be, not 20 per cent., but 33⅓ per cent.

***

Conditions in the New York leaf market improved somewhat during the week ended April 5. The spring animation is beginning to make itself felt, and importers, packers, and jobbers all feel brighter than they did during the previous week. The week which began yesterday promises to be still better, because samples of the new Sumatra have arrived, and the advent of new Sumatra each year always causes a good deal of interested talk.

The Havana market was amused last week by a story to the effect that a very large quantity of Remedios of the 1900 crop had been sold here for export at 7 cents. The story was not generally credited and is probably without foundation; nevertheless, in the absence of anything more exciting, it went the rounds.

***

Sigmund Rosenwald, accompanied by Moritz Neuberger and A. Gerhard, both of the house of Heinrich Neuberger, of Bremen, Germany, and Captain M. E. Flaherty sailed for Havana on the steamer "Mexico" on April 5.

***

F. C. Linde, Hamilton & Co. have added to their free stores Nos. 91 and 93 Pine street, near Front street The base rate of insurance on these stores is at the low rate of 29.5 cents per $100.

***

Charles R. Goldsmith & Co., importers and packers of leaf tobacco at 172 Water street, will remove on May 1 to 166 Front street, where, when alterations and innovations are completed, they expect to have one of the handsomest suites of offices in the downtown leaf district. J. R. Goldsmith, of this house, who is now calling on his trade in Pennsylvania, recently sent home a fine batch of orders from Scranton.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
189 WATER STREET, NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

BROTHERHOOD CUT PLUG
Highest Grade
Strictly Union Made. Dealers can be supplied by the
Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Say You Saw it in The Tobacco World.

Summonses were served on Collector Bidwell in nine suits on March 31. Condert Bros. were the attorneys in seven of them, six of which were for the refunding of tariff collected on articles from Porto Rico under the Foraker law. The amount of the duties in these six cases aggregates between $50,000 and $60,000 Plaintiffs in the cases are: The American-West Indies Trading Company (one case) Levi Blumenstiel & Co. (two cases) and Henry Beste (three cases). The American-West Indies Trading Company case is the agreed test case.

The other Condert case is for the recovery, duty free, of some tobacco imported from the Philippines, prior to the promogation of the treaty with Spain on April 11, 1899. The tobacco is held for the duty levied on it. J. M. Ceballos & Co., bankers of Lord's Court Building, bring the suit.

***

Harry S. O'Neill, of Dayton, O., is in town.

***

Francisco Garcia leaves for Havana Wednesday.

***

Cable advices received in this city from London yesterday are to the effect that the long pending deal for the Henry Clay and Bock & Co. syndicate by the Universal Tobacco Company has finally gone through.

***

Tom A. Dean, of the Cuban-American Manufacturing Company, returned on April 4 from a visit to the Pacific Coast. Accompanying him is Frank S. Johnson, of the Johnson, Locke Mercantile Co., of San Francisco. It is announced that the Johnson, Locke Mercantile Company are to be the sole distributing agents for the "La Carina," "El Modelo" and "Rosa de Cuba" brands of the Cuban-American Manufacturing Company for the Pacific Coast, Alaska, the Hawaiian Islands and the Samoan Islands. This year the Johnson, Locke Mercantile Company will handle 2,000,000 of these cigars. Besides its general office in San Francisco the company has branches at Los Angeles, Seattle and Nome.

***

Robert E. Lane says that last week's business at each of his nine stores was the best since the holidays, and that at 6 Wall street it was as good as during the famous week of the Northern Pacific stock excitement last May.

***

One of the removals announced for May 1 is that of J. Bernheim & Son, Sumatra importers, who will go to 138 Maiden lane.

***

The tobaccos offered at to-day's inscription in Amsterdam are as follows:

By the Deli Maatschappij (8,476 Bales)

656 Bales Deli Maatschij/K
408 " " " /A B
769 " " " /P B
522 " " " /Q M
385 " " " /T S
631 " " " /Deli Toewa
754 " Senembah Maatschij/P
534 " Medan Tab. Mij/S/Langkat
564 " S & R/Deli
337 " J L/Pakaran/Deli
341 " J L/B/Deli
823 " W & v S/Deli Langkat/B
575 " B M/Langkat
506 " G E/Langkat
254 " M & K/Langkat
417 " B T R/Senembah

By the Amsterdam Deli Compagnie (2,917 Bales)

834 Bales Amst. Deli Cie/A
616 " " " " /V
547 " " " " /J H
653 " " " " /S B
267 " P T M/Deli

By the Deli Batavia Maatschappij (1,656 Bales)

557 Bales Deli Ba Mij
726 " " " "/Tandem
373 " " " "/T H

By Bunge & Co. (1,293 Bales)

651 Bales L P C/Padang Brahrang
479 " Sum. Cultuur Mij
163 " J H/Deli

By the Nederlandsche Handel Maatschappij (650 Bales)

650 Bales N A T M/F

By the Langkat Cultuur Maatschappij

524 Bales W B/Langkat

By the Serdang Tabak Maatschappij (443 Bales)

443 Bales S M/Sumatra/A

By the Algemeene Consignatie-Bank—(383 Bales)

172 Bales Franco Deli/A
211 " K & S/Deli

By Van Eeghen & Co. (311 Bales)

311 Bales S C/Deli

By the Deli Tabak Maatschappij (310 Bales)

310 Bales Deli Tab. Mij/A

By the Tabak Maatschappij "Sakoeda"—(215 Bales)

215 Bales Sakoeda/Langkat

Altogether, 17,372 bales Sumatra

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Meeting of the New York Leaf Tobacco Board of Trade.

Trustees Elected for the Ensuing Year.

Delegates to the National Convention Chosen.

At the meeting of the New York Leaf Tobacco Board of Trade, on the afternoon of April 8th, the following trustees were elected for the ensuing year: Frank M. Arguimbau, Jesse Mayer, Walter Beer, Lewis Cantor, Benno Neuberger, Harry S. Rothschild, Charles Fox, Frazier M. Dolbeer, Ferd. Cranz, James Ertheiler, A. Cohn and Jos. F. Cullman.

The delegates to the National Convention in Cincinnati on May 5, 6, 7, elected are: Sigmund Rosenwald, Edmond H. Smith, Ferd. Cranz, Lewis Cantor, Abraham Bijur, Avelino Pazos and Harry S Rothschild; alternates: Benno Neuberger, Jesse Mayer, Charles Fox, M. Gershel, Joseph F. Cullman, Fred, Frese, Morris Rossin and Sig. Koenig.

The following motion, offered by Abraham Bijur, provoked much discussion:

"I move that we, the New York Leaf Tobacco Board of Trade, take steps to secure, at the earliest possible moment, a formal and public disavowal, from the National Leaf Tobacco Association, of the sentiments antagonistic to the principle of a uniform duty expressed by the President of the Association at the hearing, given onr trade by the Ways and Means Committee of the House;

"And that the National Association submit such formal and public disavowal, when secured, to each member of the House Committee on Ways and Means and of the Senate Committees on Finance and on Foreign Relations."

Jesse Mayer was inclined to think the motion out of order, but the matter was not pressed.

On motion of Joseph Mendelson, the motion was referred to the Legislative Committee of the New York Boad.

The Board voted unanimously to support for the Presidency of the National Association only a candidate who will pledge himself to support a specific uniform duty.

The Board also agreed to work for the election of some one of its own members to the Presidency of the National Association.

At a meeting of the new Board of Trustees, after the meeting, the following officers of the New York Board were elected: President, Harry S. Rothschild; Vice-President, Benno Neuberger; Treasurer, Walter Beer and Secretary, Jesse Mayer.

THE SECOND INSCRIPTION

Buying of Sumatra at the second inscription in Amsterdam on April 8 was considerably more animated than at the first inscription on March 21. Out of the total offerings of 17,372 bales the American houses took the following, and at very high prices:

A. Cohn & Co., 550 bales, the marks being S M Sumatra, Deli My. T S, Senembah P and Amst. Deli Co. V.

The United Cigar Manufacturers a quantity of Deli My Q M's.

E. Rosenwald & Bro., 350 bales, of the G E Lankat, Medan Tab. My. S Lankat and Sakoeda.

H. Duys, Jr., 290 bales Amst. Deli Co A, reported by the buyer for the house to be an exceptionally fine lot.

Laverge & Schneider, 168 bales.

Hinsdale Smith & Co. 221 bales.

Sutter Bros. 100 bales.

Rothschild & Bro. 440 bales of various marks.

Joseph Hirsch & Son. 325 bales, the marks being 75 bales Deli My P B, 150 bales Deli Ba My T H Deli, 50 bales Sakoeda, and 50 bales various other marks.

S. Rossin & Sons, 50 bales Medan Tab My S Lankat.

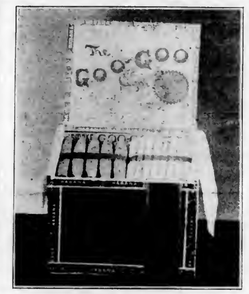
Leonard Friedman & Co. purchased 211 bales K & S Lankat the day before the inscription, and the American Cigar Company secured about 1600 bales of various marks also on the day preceding the inscription.

CHARLES L. HOLT DEAD.

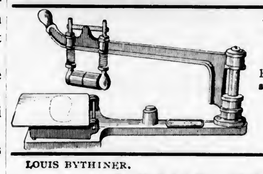
Charles L. Holt, for nearly fifty years a prominent leaf tobacco merchant of New York city, died on April 8 at the age of 68.

The deceased was for several terms Secretary of the New York Leaf Tobacco Board of Trade and at one time a School Commissioner. He was universally respected. He is survived by his wife and one daughter.

—The Burg Cigar Company at New Elm, Minn., recently adopted a novel permium scheme, wrapping their "Blizzard" cigars in a special foil which foil is redeemed at the rate of ten for an additional 10-cent cigar.



This is the Cigar
that will help you out in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.
WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penua. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"COUNTRY INN" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND Seed-Leaf Tobacco

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in LEAF TOBACCO

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

D. B. FLINCHBAUGH

MANUFACTURER OF FINE CIGARS

For Wholesale and the Jobbing Trade

Special Brands made to Order.

A Trial Order Solicited. RED LION, PA.

Sumatra Wrapped and Long Filler Goods a Specialty.

"Cherry Diamond" Havana Cigars.

MATCHLESS IN QUALITY & MAKE.

McCoy & Co., New York.

M. SILVERTHAU & CO.

Manufacturers of

High Grade CIGARS

98th St. and First Ave.

NEW YORK.

Philadelphia Tobacco Pencilings.

The extremely bad and cold weather of the past week has certainly not been a benefit to the retail cigar and tobacco trade of this city. Yet our tradesmen are taking things as philosophically as can be, and are all hopeful for improved conditions ere the time for chronicling another week's report. The dealers in some sections have, of course, been more affected by the bad weather than those in other sections, but all have felt it, at least to some extent.

The premises of the H. Smeal Cigar Co., at 221 Walnut street, are looking handsome with the new coat of paint and other interior and exterior improvements which have been given the place.

Mrs. Rebecca Teller, mother of Frank Teller, of Frank Teller & Co., died at her home, 903 N. 8th street, last week. Numerous letters of condolence have been received by Mr. Teller from his many acquaintances in the trade.

George E. Spotz, president, and John N. Kolb, superintendent, of the Theobald & Oppenheimer Company, sailed on the "Kronprinz Wilhelm" yesterday for Amsterdam, where they will attend some of the Amsterdam Sumatra Inscriptions. J. A. Rigsby, of Mansfield, O., came on last week, and will remain some time to assist treasurer M. D. Theobald.

Morris D. Neumann, of M. D. Neumann & Co., returned last week from an extended business trip through the west, during which time he made his first visit among the trade along the Pacific coast. He reports a fairly satisfactory volume of business, and so far as future prospects are concerned, he thinks they are good. Their trade in the middle west is said to be in good condition.

Action was brought some weeks ago by O. Eisenlohr & Bros. against M. Kleinberg, alleging that he was infringing upon their style of package, etc., in his "Chico" cigars, by making them strikingly similar to their "Cinco." A preliminary injunction was granted O. Eisenlohr & Bros. against the defendant, who is, however, carrying the matter to the courts for a final decision. Both parties are ably represented by counsel—George S. Graham for plaintiff and John S. Weaver for defendant. The result is awaited with much interest.

Reports have been circulating here regarding the solvency of a cigar manufacturing firm not in this city, and as a result some sharp correspondence has follow. A representative of another firm was inadvertently drawn into it, it having been alleged that he was responsible for the circulation of these reports, which, however, he strenuously denies. A former representative of the house said to be involved, has, it is said, resigned his position as salesman for them. We sincerely hope that the rumors may not be true.

Arrangements have been completed for a large smoker to be given tonight by The Hoch Tobacco Company, to allied union trades, at which time about 1,500 samples of the above company's "Brotherhood" cut plug tobacco are to be given out. Special demonstrators have been engaged for the work and it promises to be the largest smoker of its kind ever given in this city. Several smokers have been already given by this company to smaller organizations, and from thirty to forty more have been booked, and arrangements are now being made for them.

Wm. Taylor, manufacturer of Taylor's "Fancy" 5c cigar, now at 434 Race street, will remove on April 20th to 1904 W. Norris street, where he will have better conveniences for the manufacture of his goods. The new building is being remodeled specially for his needs.

M. Scheinfeld, a few weeks ago, opened a new wholesale and retail cigar and tobacco store at 16th and Ridge avenue, where some good window displays are being made in the two large bulk windows. Mr. S. has been engaged in the business for some time in another section of the city.

Blatt Bros. are this week celebrating their first anniversary at 1505 Columbia avenue. The past year has been a very satisfactory one for them. They have recently entered the jobbing trade also, under the name of the Philadelphia Cigar Co. Mr. E. Blatt, of this house, is at present on a business trip through the west.

The Hoch Tobacco Company, who are putting out the new "Brotherhood" plug cut tobacco in this city, are distributing sample packages accompanied by the following circular:

"This package is a Free Sample of "Brotherhood" Cut Plug Smoking Tobacco, which is made of the best cured leaf, carefully blended, and manufactured by Union help exclusively. We believe it to be the finest product ever offered in this market, and it is sure to appeal to all lovers of the pipe. Try it! You will surely like it. Always insist on getting "Brotherhood" Cut Plug and take no other. If your retailer does not keep it, inform him that he can get it at the Office of the Manufacturers, The Hoch Tobacco Company, 248 N. Eighth street, Philadelphia."

S. M. Hurlburt, 102 Arch street, representing the John J. Bagley Co., of Detroit, Mich., has been working here energetically for some time for the purpose of more widely introducing their "Buckingham" smoking tobacco.

The large, and no doubt costly, signs put up for the "Cubanola" cigars at Broad and Arch streets, last year, have been painted out during the past week, and "Sovereign" cigarette signs have taken their place.

The old buildings in the vicinity of the Sheip & Vandegrift box factory, at 816 Lawrence street, which are being razed to make room for a new building, have been almost completely demolished, and the foundation work on the new building will be commenced forthwith. When the addition is completed it will make an imposing appearance, and no doubt the firm will possess the finest looking establishment of its kind in the United States.

The "Saturnette" Egyptian cigarettes of the Neill McCoull Co. are said to have been selling quite nicely here lately by some of our retail dealers.

The Elk Cigar Co., at Tenth street and Columbia avenue, is making a specialty of "The Elk" and the "Happiest Man on the Road," five cent cigars. The label of "The Elk" is embellished with a stag head in the center, while the central figure of attraction in the "Happiest Man on the Road" is a half-tone reproduction from a photograph of Mr. A. Pareira, who has spent twenty-five years on the road as a traveling man in the leaf trade. These brands are both made for the Elk Cigar Co. by Mrs. Alice McCusker, 1705 S. Fifth street, this city, and quite a nice trade is being done on them.

Eddy Cohen, of the Globe Cigar Co., Ephrata, Pa., is to be married on Sunday next to Miss Rebecca Ginsburg, of this city. Mr. and Mrs. Cohen are to reside in Reading, but Mr. Cohen's business at Ephrata will be continued just as it is at present. Mr. Cohen has frequently been observed by the Paragrapher, lately, visiting Mr. Blatt at 41st and Lancaster avenue. The Paragrapher no longer queries with his usual inquisitiveness about the attraction, as Miss Ginsburg is a close relative of Mrs. Blatt.

E. G. Steane & Co., the well-known Chestnut street jobbing house, report Mr. Ed. Miles, their representative, as just returned from a two months' trip, and that he will now spend some weeks at the Philadelphia office.

Huey & Christ have just placed upon the market a new brand of cigars, under the title of "Anola."

March, which was not a brilliant month among local manufacturers, has turned to the good in the case of Pent Bros., of this city, who state that they last week scored the largest sale of any week since the goods have been on the market. They refer, of course, to their "Tahoma" five cent cigar.

J. G. Coane, of Coane & Patterson, has been indisposed, and was confined to his home for several days past.

Bromall & Wogan are having a very successful trade upon the clear Havana brands of Y. Pendas & Alvarez, New York.

Among the visitors in the cigar trade during the past week were: W. S. Taylor, United States representative of the Punch Factory, Havana, and who is also president of the Anglo-Egyptian Cigarette Co., of New York; Mark A. Brummer, with E. Regensburg & Sons, manufacturers of "The American" clear Havana cigar; Ben Wasserman, the well-known cigar importer, Max Krielsheimer, of the Record Cigar Factory, all of New York, and Henry Kraus, of Kraus & Co., Baltimore, Md.

IN THE LEAF CIRCLES.

There is little of interest to be reported from the leaf trade. A moderate amount of business has been done, while the visitors were not over numerous during the past week.

Leopold Loeb, of Leopold Loeb & Co., who is accompanied by his son Joseph, sailed on Tuesday on the "Kronprinz Wilhelm" for Amsterdam, where he will attend several of the Sumatra inscriptions in company with George E. Spotz and John N. Kolb, of the Theobald & Oppenheimer Co.

At the office of the Loeb-Nunez

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples. East Petersburg, Pa.

THE UNIQUE Creaseless Case Hardened Vertical Top Cigar Molds

ARE GUARANTEED TO OUTLAST ALL OTHERS.

Ask for Our New Catalogue No. 5, Illustrating a complete line of Cigar Manufacturers' Supplies and 1,500 of the latest and up-to-date Cigar Mold Shapes. It will interest you.

The Sternberg Manufacturing Co.

1702--12 W. Locust St., Davenport, Ia., U. S. A.

ARIEL TENTING CLOTH

A new specially constructed cotton fabric, made for the express purpose of the shade growing of tobacco, vegetables and market produce. This cloth is made with or without concentrated filling and in corded selvage, and is made in widths of 126, 144 and 200 inches. Ariel Tenting Cloth is endorsed by Prof. Milton Whitney, Chief of Division of Soils, Department of Agriculture, and the leading shade growers. Write for Samples and Prices.

J. H. LANE & CO. 110 Worth St., New York City

ARIEL MITCHELSON, Tariffville, Conn.

or, OLDS & WHIPPLE, Hartford, Conn.

J. N. Hostetter

Manufacturer of Fine Pennsylvania & Havana CIGARS

Made exclusively of the Best Old Re-Sweated Cigar Leaf

Write for Prices.

Mount Joy, Pa.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Von Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

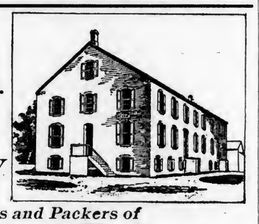
E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

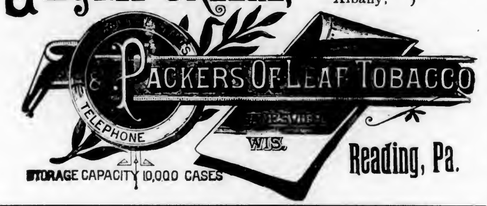
J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.



E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis.



Reading, Pa.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty.
PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Havana Co. we were informed by Secretary Herold that they have been having quite an active season on their Havana tobaccos. They have been receiving several large shipments, and claim that now their stock is among the most complete of any Havana importing house here. Mr. Herold is very ambitious, and will make every effort to be able to show Mr. Loeb a highly satisfactory state of affairs upon his return from Europe.

Adolph Loeb, of Karl Straus & Co., recently received a letter from Mr. Straus, who is at present at Hot Springs, Ark., stating that he is improving very nicely, but that he expects to remain there for some weeks yet.

L. P. Kimmig & Co. are packing York State tobaccos at their Lancaster warehouse. Up to date 21 carloads have been received, and 125 hands are employed in handling the tobacco. Mr. Kimmig has been quite busy at Lancaster during several days of this week receiving the new goods.

Mr. and Mrs. Louis Bythiner will give a birthday celebration to the friends of their son, Richard, on Saturday evening next, at Mosebach's Casino, 1241 Girard avenue.

Frank Dominguez, with E. A. Calves & Co., who had intended to leave for Cuba last week, was unavoidably detained, but is expected to leave today.

Geo. Seber, of the John B. Heil Co., has just returned from a business trip through the cigar manufacturing sections of Pennsylvania.

Fred Hipple, of Hipple Bros., J. W. Eckerson, of F. Eckerson & Co., and Oscar Boehm, of Bremer Bros. & Boehm, are all on the road this week in the interest of their respective houses.

Asa M. Lake, with George Burghard, has just started on his first trip for the year, and is covering New Jersey this week.

J. E. Plummer, with Young & Newman, is again visiting his New York city trade this week, while Mr. Newman, of the same firm, is making a short trip through Pennsylvania.

Leaf broker J. S. Batroff is now a real Mason, having on Monday night taken his third degree in the secrets of the Masonic order, making him a full-fledged member of the Blue Lodge. At a banquet which followed the initiatory ceremonies, Louis Leopold, of New York, was called upon for a speech. Mr. Leopold developed the fact that he is somewhat of a naturalist. His remarks were convincing of the fact that he is specially fond of the deer family. His delivery was somewhat inaudible, and it is just possible that he was suffering from buck fever.

D. E. Salomon, of W. Dittenhoefer & Co., last week made his first visit since the recent accident at Red Lion. "Dick" is himself responsible for the statement that he called upon sixteen of his old customers, and that he sold at least a small bill of goods to each of them, with the exception of two, which is not a bad record, and also shows the extreme friendly relations existing between Dick and his many customers.

During a conversation yesterday with J. A. Kinney, the Philadelphia representative of H. Duys, Jr., the Sumatra importer of New York, I learned that their offerings have been meeting with very elegant success during the present year, and that a very satisfactory volume of business has already been done.

SPECIAL NOTICES.

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

FOR RENT.—Fine office; good light; use of fire-proof; first floor. Apply 111 Market St., Phila. 4-9-2

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D. & P. CIGAR BRANDING MACHINE in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE Co., York, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Among the visitors were George Kling, of Kling Bros., Dayton, O.; Mr. Haas, of L. B. Haas & Son, Hartford, Conn.; Mr. Newgass, of Newgass & Greenhut, Frank Pulver, of Sutter Bros., and M. C. Meyer, with S. Auerbach & Co., all of New York.

ON THE BOARDWALK.

An Hour Among Some of the Elite of Philadelphia's Tobacconists at Gay Atlantic.

Among the many visitors from the tobacco trade who visited Atlantic City during Easter, the jobbing trade was by no means in the minority. The lynx eyed Paragrapher observed the following members of the trade, some with their wives and others with—sweethearts, perhaps: They were Mr. and Mrs. H. D. Narrigan, Mr. and Mrs. John Eberbach, Mr. and Mrs Chas. R. Miller, Mr. and Mrs. Charles Clayton, and Mr. F. B. Robertson. Of course, everyone visited the Boardwalk. Of the first to be seen were Mr. and Mrs. Miller, who were comfortably seated at a point of vantage near Young's Pier, calmly enjoying the ozone of the balmy breezes. Next we observed the tall and stately forms of Mr. and Mrs. Eberbach. Mr. E. is well known as a Monarch in the tobacco jobbing trade in this city, and we would not blame him if, like Robinson Crusoe, he thought to himself,

"I am Monarch of all I survey;
My right there is none can dispute."

Then there was Mr. and Mrs. Narrigan, who are always congenial and agreeable under all circumstances. Mrs. Narrigan is spending a couple of weeks at the shore for the benefit of her health.

Some one said, "Here comes Charlie Clayton," but we did not recognize him, until we heard his familiar greeting, "How do, boss?" Then we knew it was Charlie.

And, lo! here comes the "Match-It" man, the original and only Francis Boggs Robertson, F. R. S., Ambassador of Commerce and venerable Knight of the Grip. But who is his sweetheart? Well, I'll never tell you, for I was not introduced. He would only say: "Match-It; Match-It, if you can,—you can't."

PHILAD'A LEAF MARKET.

The past week has not been more encouraging to the leaf trade than several of the previous weeks. The trading is confined mostly to small quantities, and no transaction worth special mention has been reported. Manufacturers do not seem to be so averse to looking at goods as they are to definitely closing the transaction. Inquiry in a general way seems to be stronger than it has been this year; particularly is this true of some types of force sweat goods, specially Connecticut.

The Sumatra market remains unchanged. The fuller reports which have now been received of the new crop do not seem to have affected the market in any way.

The Havana market has been quiet, with prices perhaps slightly advanced.

EXPORTS.

Rotterdam—30 cases plug tobacco.
Liverpool—10 tons leaf tobacco.
Antwerp—129 tons leaf tobacco.

The 'Pathfinder' in Scranton

About ten days ago W. K. Gresh & Sons, of Norristown, Pa., manufacturers of the well-known "Pathfinder" nickel cigar, shipped a carload of these cigars to C. P. Wentz & Co., 38-42 Lackawanna avenue, Scranton, who are the sole distributors of these goods for Eastern Pennsylvania. The shipment contained 750,000 cigars, and a train of twelve drays was required to transfer them from the railroad to the warehouse.

Messrs. Wentz & Co. determined to appropriately celebrate the arrival of the consignment, and on the morning of March 31 twelve drays were driven up to the car and these were loaded with the goods. A procession was then formed, which moved over several of the principal streets. Captain T. A. Bennett, the champion high-stepping and endurance walker of the world, handsomely dressed, and riding a beautiful black horse, headed the line. He was followed by Bauer's Band after which came the dozen heavily laden drays. The procession attracted a great deal of attention, and much favorable comment was made about the quality of the "Pathfinder" and the enterprise of Wentz & Co.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Correspondence Solicited,
and if addressed to either office will receive prompt attention.

Visitors to Havana
are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being made of the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, made of the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY" and "J. T." Tobacco.

Carnegie's Little Joke.

It appears that Mr. Andrew Carnegie can figure in stories other than those relating to the founding of national universities, and the donating of public libraries to communities wealthy or otherwise. As witness:

A short time ago an employe in the Treasury Department at Washington had occasion to go to Pittsburg on a business trip. Seated in the drawing room car he had been killing the time reading a newspaper, which, shortly after passing Harrisburg, he dropped upon the floor of the car. A moment later a short, gray-whiskered, and by no means conspicuous-looking man, who had boarded the train at Harrisburg and had taken the adjoining seat, reached over to the Government employe with a "Pardon me, but may I look at your newspaper if you are through with it?" Receiving an answer in the affirmative, the gray-whiskered gentleman took the paper, read for some time, and then returned it. Some desultory conversation followed, succeeded by a remark on the part of the older man that he believed he'd go into the smoking compartment.

"A good idea," said the Government official. "I was just thinking of going there myself." And suiting the action to the word he started off, followed by the suggester. The compartment reached, the gray-whiskered man pulled out a cigar case, and, offering it to his acquaintance, said:

"Have one of these cigars. I think you will like them. They are a special brand—made for the Prince of Wales (now King of England) and myself."

"Thank you," said his companion, with a suspicious glance. And then, somewhat uncertainly, "I'm sure I'll enjoy it."

The cigar, partly finished, the official bethought himself of some liquor that he had—and also of something else. Taking from his grip a flask he offered it to his companion.

"Here's some good whisky. Try it. I'm sure you will like it. It's a special brand—made for Emperor William and myself."

The little man laughed and laughed again, finally declining the offer.

The train rolled on. It was nearing Pittsburg. The smoke of the many factory chimneys could plainly be seen from the car windows. The little man spoke.

"See those factories?" He waved his hand in their direction. "I owned them all at one time."

The Government official edged away from the speaker, and took a sharp glance at him.

At that moment the train dashed past a long stretch of open land.

"See that land?" said the Government official, waving his hand just as the gray-whiskered man had waved his. "Well, I owned all that once upon a time."

The little man nearly doubled up with laughter. "Indeed?" he said.

In a few moments Pittsburg was reached, and the two started to go their respective ways.

"By the way," said the little man just before he left, "any time you should happen to be here or in New York drop in and see me."

As the Government official was stepping off the train the porter said:

"Say, Cap'n, do you know who that man was you were talking to?"

"No, I don't know who the confounded idiot was," was the answer. "He thought he owned the earth. Who was it?"

"Why, Cap'n," and the darky opened wide his eyes. "Why, Cap'n, that was Mistah Carnegie."—N. Y. Times.

Shade-Culture in Lancaster.

At a conference of tobacco growers in Lancaster last week the feasibility of cultivating tobacco under cover was discussed, and it was decided to make experiments upon a somewhat extended scale under the supervision of the State Agricultural Department. Prof. Milton Whitney, of the Division of Soils of the United States Department of Agriculture, was urged to have the National Government co-operate with the State in the proposed experiment.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A Large Variety of Cigar Labels Always in Stock
KRUEGER & BRAUN
Lithographers and Printers.
Samples furnished on application
322-326 East 23d St. New York.
New Brands Constantly Added

JOHN D. SKILES,
Successor to SKILES & FREY
Packer of and Wholesale Dealer in Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
Packers and Dealers in Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty.
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

HOW IT IS IN YORK.

York, Pa., April 7, 1902.

The supine condition of trade in some localities throughout the county, is in contrast to the extreme activity in others. For instance, a manufacturer in Red Lion recently, when tendered an order for cigars, was compelled to refuse, owing to lack of workmen. This scarcity of cigarmakers seems to be due to the fact that higher wages were being obtained from newly located factories doing considerable business on higher priced goods. The ultimate desuetude of former positions and trades follows any so-called betterment of the workmen's condition.

Judging from the large amount of tobacco carted through the city from the railroad to the various packing houses, the packers must be "in the midst of the harvest" so to speak. A. Sonneman's place represents a scene of unusual activity, a large amount of tobacco being received during the week necessitating more than the ordinary amount of work to properly handle and store the goods conveniently for packing.

A quiet, unassuming, though none the less considerable, cigar business is carried on by H. Katz & Son, of this city, in the jobbing line. The firm claims to have handled about $40,000 worth of cigars during the year. This assertion, from the fact that the business dealings were confined to the cheaper grades, and the entire absence of any losses in connection with the sales, is remarkable, and reflects credit on the business ability of the firm.

Mr. Dugan, of Dugan & Funk, at Goldsboro, was a visitor in the city on Friday. Their principal production, the "Red Wolf," is reported to be meeting with unusual success wherever placed for sale.

George Gibson, with Sneeringer & Co., at Baltimore, Md., visited the trade in this vicinity during the week past.

—At Binghamton, N. Y., H. A. Spencer, representing the Continental Tobacco Co., has begun a very lively advertising campaign, exploiting the merits of the "Florodora" cigars.

Death of Benjamin L. Frey.

Benjamin L. Frey, senior member of the firm of Benjamin L. Frey & Bro., tobacconists for the past 25 years at Baltimore and Pine streets, Baltimore, died on April 2, of consumption at his late home, 1146 Myrtle avenue. Mr. Frey returned from the Adirondacks last December, where he went for his health. Mr. Frey was 43 years of age, and was a native of Baltimore. He was the son of the late Charles G. Frey. The tobacco business was at first conducted under the name of Schneider & Frey. He leaves a widow, who was Miss Ella Peppler, and two sons, Harry and Edward Frey. Mr. Frey was a member of the German M. E. Church, of the Masonic Order, Independent Order of Heptasophs, Knights of Pythias and the Royal Arcanum. The funeral, in charge of the Masonic Order, took place last Sunday afternoon.

IN THE Comic History of Tobacco

Who is Your Favorite?

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

Editor of The Tobacco World,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name ____
Street, ____
City ____ State ____

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

THE TRADE IN READING.

Reading, Pa., April 5, 1902.

Quite a number of cigar manufacturers and retail dealers here have made April changes and are quite busy.

R. Frank Geissler has assumed entire control of the M. H. Taylor Tobacco Company, having purchased Mr. Taylor's interest. Mr. Geissler will continue the same brands as heretofore, but is arranging to have the factory and firm name changed to the Enterprise Tobacco Company. The trade is well established and new territory is being added, making this one of the busiest tobacco houses in the district.

Cigar manufacturer John Mersinger has placed a new brand on the market, called the "Select Mild." It is a nickel cigar.

Cigar manufacturer Val. E. Wilk purchased the property at 100 West Oley street, and will move to that location on the 15th inst. He will make a number of improvements to the property, fitting up a retail department and enlarging the factory room. Mr. Wilk runs the Pioneer union label factory in the city and enjoys a large trade. His leader is the "Germania." His factory is busy and he reports the trade outlook as bright, and expects to double his working force in the new factory.

Permits were granted by Collector Frederick W. Cranston for cigar factories to be opened by James E. Laub, at Lyons, and D. H. Kerling, in the rear of 408 North 9th street. Both filed bonds in $500 each.

Peter B. Neithammer, for many years head bar clerk for his brother John G. Neithammer, opened a cigar store and pool room at 15 North 8th street, adjoining the cafe. The place has been neatly papered and painted.

C. F. Angstadt has moved his cigar store and pool room from 19 North 8th street to 932 Penn street, where extensive improvements were made.

Norman Gebhardt, a well-known cigar manufacturer of Trenton, N. J., was visiting the trade here. He is an active member of the East Trenton Maennerchor and their double quartette, and this organization expects to visit Reading this summer.

A new cigar and tobacco jobbing concern has been started to be known as the Colonial Cigar and Tobacco Co., M. S. Taylor, manager. They will run a peddling wagon all over the city and will canvas from store to store with a full line of manufactured tobaccos, pipes, and other smokers' goods. The bond for the wagon has been filed with Collector Cranston.

E. Newton Erb, a prominent young cigar manufacturer at Boyertown, was married in this city on April 3rd, at high noon, to Miss Hattie Dunkle, the accomplished daughter of John Dunkle, of Reading. A large reception followed. The couple left on an extensive trip South, going as far as Florida. Upon their return they will reside at Boyertown. Both have the best wishes of a wide circle of friends.

Cigar manufacturer M. Steppacher has returned from a business trip through the east after securing a large number of orders. He manufactures blue label union cigars and runs the largest strictly union factory in Reading. He reports that the workingmen in the Massachusetts manufacturing towns are well organized.

Pompey.

St. Louis Manufacturers Organize.

One hundred and fifty manufacturers of cigars met at the Druid building, St. Louis, Mo., on April 1st, and effected an organization for the protection of the home industry. Adolph Madera was elected chairman and H. Brehauer secretary.

The following committee was appointed to draft the constitution and by-laws of the association: Thomas Menninger, Charles Specht, Fred Kramer, H. Weidmann, William Brandt, Adolph Madera and Herman Brehauer. A resolution was introduced and adopted admitting all local dealers in leaf tobacco and boxmakers to membership. The announced purpose of the association is to combat the products of the combine and cheap Eastern goods. More than 100 manufacturers signed the roll and paid a dollar each as the initial fee for incidental expense.

Speeches were made by many

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.

E. H. NEIMAN, Thomasville, Pa.,
Manufacturer of
High Grade Nickel
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

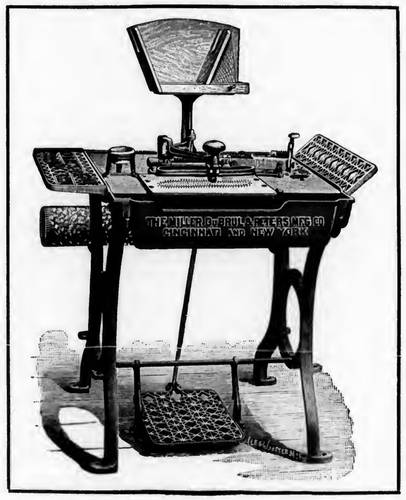
NO ROOM FOR DOUBT

It is seldom that a new article can be placed on the market in regard to which there is no room for doubt as to its value, importance and efficiency.

The DuBrul Dieless Suction Table is an exception—a notable and distinguished exception.

Here is a table which speaks for itself.

To see it in operation answers every point that can be raised against it, and silences the most prejudiced critic.



The suction table has always been open to serious objections.

Dies and rollers are responsible for these disadvantages. The dies, rollers, rolling arms, pivots, screws, collars, platens, and other mechanism require constant attention to keep them in condition to do the work; the rollers passing over the dies constantly mash them down; the rollers themselves require re-polishing and oiling and careful, frequent adjustment to the wear of the die. All this makeshift mechanism requires frequent attention, re-adjustment and repair. The die is in the way of the operator. In spite of the best attention dies always become dull and leave a white streak on the edge of a dark wrapper, marring the appearance of the cigar—the ends get mashed by the rollers and this compels the operator to tear the wrappers at these points and often destroy them in the attempt.

We have been trying to overcome these objections for a long time and we have succeeded. We have wiped them out completely and have in their place a table which is really a wonder.

There are no dies and no rollers.

The cutting is done by a circular knife which is easy to keep sharp and needs absolutely no adjustment. The cutting mechanism swings out of the way after the wrapper is cut, and the rolling plate is open and free so that the operator is not in the least hampered by any complications. It is natural to do palm work instead of finger work, and you get a hand-made cigar that cannot be surpassed in any way. You get a larger output, you have a table which anybody can learn to roll upon in a very short time, and the DuBrul Table is so simple in operation that it never gets out of perfect order, and operators will not raise the slightest objection to it, as they have always done to other suction tables, so that they will never work any other kind if they can get work on this.

We would like to hear from you about this table.

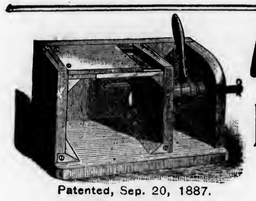
We would like to tell you more about it, and we would be glad to do so if you would take the trouble to ask us.

We still make our Die Table, admitted the best of that kind; we show it alongside of the Dieless Table at both of our offices.

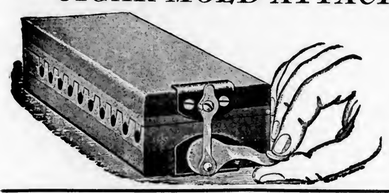
When writing to us ask for booklet W. S.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



Patented, Sep. 20, 1887.



A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press

Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

prominent factors in the trade, and considerable enthusiasm prevailed over the meeting. The session adjourned subject to the call of the chairman.

Trade-Mark Register.

Cuban Gentlemen Buffs. 13,642.
For cigars and cigarettes. Registered April 2, 1902, at 9 a. m., by the Baer-Sprenkle Co., West Manchester, Pa.

Main Line Extra. 13,643.
For cigars. Registered April 4, 1902, at 12.30, p. m., by F. W. Taylor, Philadelphia, Pa.

Main Line Special. 13,644.
For cigars. Registered April 4, 1902, at 12.30 p. m., by F. W. Taylor, Philadelphia, Pa.

Little Charlie. 13,645.
For cigars. Registered April 4, 1902, at 3 p. m., by the Enterprise Cigar Factory, Trenton, N. J.

REJECTIONS.

"Yankee," "Capitola," "Big Four," "University Ribbon."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Exercito de Cuba, La Fosco, La Exercita de Cuba, Siris, Elcs, Egyptian Patrol, Forace, Oriza, Du Hurry, Venetian Girl, Adad, The Design of a Diamond, Marduk, 105, Thomas Everett Burns, El Treeo, El Viburno, El Gromo, La Perlosa, Spanish Gate, Almovar, Don Almo, Out West, Don Cuba, Don Vila, Jose Vila, Lord Lion, Noble Baron, Mira Rosa, Home Secretary, Oressa, Florales, Serio, El Sapido, El Signifero, Sublimidad, Siren Queen La Elegida, Mi Sumo, Don Perez, Saciedad, Florentia, El Floreado, Banco de Porto Rico, Bandera de Porto Rico, Vega del Rio, La Casita, Helenita, Vicar, Maurice Jokai, United Mates, La Flor de Neher, Franco, W. Auer's C, La Perlosa, Montana Sapphire, Nueva Marca, Emenar, I. O. S., Sweet Cubanas, U Koen & Co's Selection, Fred Gilbert, Porto Rico Advertoser, Declarencia, Hurdle, La Elegida, Sultan of Sulu, Capt. Breen, Erinica, Deer Foot, James Kent, Princess Astoria, Van-Clint, L. H., Havana Dainties, Grand Total, Lady Peggy, Home Stake, Hoosier Authors, Graham P. Taber, Gray Wolf, Gold Lion Jack Horner, Old Fireside, Old Fireplace, Life Interest, Mind Ease, Convincibles, Handover, Hoosier Pride, Judge L. Y. Sherman, Baby Ribbon, Our Sunday Special, Evron, Public Treat, Judge Jackson, Porto Rico Picadura, La Rosica, Luminoso.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Yucatan" and "Mexico."

CIGARS	cases
Park & Tilford, New York	45
Acker, Merrall & Condit, New York	36
G. S. Nicholas, New York	16
S. S. Pierce Co., Boston	13
Estabrook & Eaton, Boston	11
Waldorf-Astoria Segar Co., New York	10
Reymer Bros., Pittsburg, Pa.	6
Grommes & Ulrich, Chicago	6
B. Wasserman, New York	4
S. Bachman & Co., San Francisco	3
M. A. Gunst & Co., San Francisco	3
Duncar & Moorhead, Philadelphia	3
D. Loughran, Washington, D. C.	2
M. Blaskower & Co., San Francisco	1
Portuguese Minister, Washington, D.C.	1
W. A. Stickney Cigar Co., St. Louis	1
T. Wright & Co., St. Louis	1
Esberg-Gunst Co., Portland, Ore	1
C. B. Perkins & Co., Boston	1
Total	164
Previously imported	1,773
Imported since Jan. 1, 1902,	1,937

LEAF TOBACCO	bales
F. Miranda & Co., New York	454
B. Perlman & Co., Baltimore	303
A. F. Rico & Co., Boston	300
American Cigar Co., New York	240
Havemeyer & Vigelius, New York	200
J. Bernheim & Son, New York	197
Hinsdale Smith & Co., New York	171
J. H. Mack & Co., Chicago	90
Sieber Cigar Mfg. Co., New York	87
E. A. Kline & Co., New York	86
J. Brand & Co., New York	50
Schroeder & Arguimbau, New York	50
Jaime Serrabella, New York	49
Sutter Bros., Chicago	31
S. Auerbach & Co., New York	30
L. Friedman & Co., New York	26
J. Gonzalez & Co., New York	26
J. Vetterlein & Co., Philadelphia	25
B. Castellano, New York	20
J. J. Ordetx, New York	20
Loeb-Nunez Havana Co., Philadelphia	17
F. Garcia Bros. & Co., New York	15
B. Diaz & Co., New York	14
J. Menendez, New York	13
A. Blumlein & Co, New York	10
J. F. Davenport, Boston	10
Newgass & Greenhut, New York	10
S. Rossin & Sons, New York	10
Rothschild, Sons & Co., Chicago	10
M. Strasser's Sons, Albany, N. Y.	10
Voneiff & Vidal Cruz, Baltimore	10
Yocum Bros., Reading, Pa.,	4
Calixto Lopez & Co., New York	3
Total	2,591
Previously reported	29,182
Imported since Jan. 1, 1902,	31,773

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 — ESTABLISHED 1871.

MODERN DAY

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.

Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Western Tobacco Reports.

EDGERTON, WIS.

A moderate amount of buying continues throughout the growing districts in the southern portion of the state, which is continually reducing the amount of unsold goods in farmers' hands. It is quite probable that a good many thousand cases are quietly being lifted each week of the medium quality goods at prices much below what they have been held for months past.

The market for cured leaf is extremely quiet, both locally and in the eastern centers, and no transactions of importance have reached us.

Shipments, 400cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Breaks were the largest of the season and a more general variety of different grades. Market was quite tame at easy prices on Leaf above 7c, unless it was good to fine Leaf of spinning and wrapping qualities. Sales of a lot of wrappers at 10 to 13c. On breaks prices run as follows:

Lugs—Low, 4 to 4¼c; Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c; Fine, 5¾ to 6½c.

Leaf—Low, 5½ to 6c; Com., 6 to 7c; Med., 7 to 8c; Good, 8½ to 10; Fine, 10 to 13.

Some soft order brought about ½ to 1c less, with some stemmers looking after this cheap leaf. Fine opportunity for rehandlers, workers, and stemmers to buy cheap leaf for next 40 days. Old tobacco stock small, with sales of Lugs at 5 to 5¾c; Leaf, 5¾ to 7½c. These are well seasoned and ready for smoking and snuff use.

Receipts for the week, 485 hhds; year, 4,180. Sales for the week, 87; year, 349.

MONTHLY REPORT—MARCH.

	1902	1901
Receipts for month	2,230	1,225
" " year	3,970	3,005
Sales for month	127	366
" " year	267	835
Shipments for month	575	977
" " year	1,127	3,344
Stock on sale	3,911	2,574
" sold	395	546
" on hand	4,306	3,120

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in March were	3,409 Hhds.
Sales " " "	513 "
Shipments in " "	1,539 "
Total stocks April 1	6,044 "

Buyers stocks 395 hhds; sellers stocks 5,649 hhds.

Our receipts of new tobacco this week were 837 hhds.; offerings on the breaks 129 hhds; sales 103 hhds.

Tobaccos with merit in good order were strong; poor and soft tobaccos were easier. Lugs were hardly so strong.

Private purchases of round lots of lugs, some 600 hhds. for home consumption reduces to that extent supplies for export.

The weather being soft deliveries of loose tobacco have been free, but planters' barns are now nearly empty.

The Cumberland river is out of its banks and still rising slowly.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00
Good	9.00 to 10.00
Fine	10.50 to 12.00

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.
Manufacturers of
High-Grade Seed & Havana CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR,
Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana*, and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings.**
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

Havana-American Co. Secures Clear Havana Brands.

The following circular, announcing the purchase of a number of clear Havana brands, etc., from the American Cigar Co., has just been issued by the Havana-American Co :

NEW YORK, April 1, 1902.

TO THE TRADE: We wish to announce that we have purchased from the American Cigar Company its entire clear Havana cigar business, including the well-known brands "Principe de Gales," "El Belmont," "La Preferencia," and the other brands and trade-marks for clear Havana cigars, as well as the manufacturing plants, methods of manufacture, etc. In future, you will please forward all orders for these cigars to us, at 111 Fifth avenue, New York.

There will be for the present no change in the prices of these cigars. We will, until you are advised, bill them at the same price that they have been billed by the American Cigar Company.

American Cigar Company has turned over to us all unfilled orders, and we will either fill them or as promptly as we can correspond with you in reference to them.

Very truly yours,
THE HAVANA-AMERICAN CO.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

It is about time for the force-sweat tobacco to be placed on the market. But we hardly expect it to sell at any prices mentioned,—if at all, it will be the lowest or minimum rates. Last year for the best Boston lights $1.25 down to 60c was offered by the American Tobacco Company. And a circular issued to the trade gave prices running from 65 to 85c a pound, while others asked for the best fully as high as the American Tobacco Company. There is no reason why lower rates should be given this year. But from the supply to be had, which is evidently inadequate to the wants of the trade, we feel justified in predicting high prices to prevail for the new crop.

Our correspondents write :

Conway: "No sales to report. We are thinking about starting our tobacco beds. The frost is out of them the best for some years. Will probably sow them soon if weather continues good."

Sunderland: "No sales of consequence reported last week. A few lots left of good quality, but owners won't sell for such low prices as have been recently paid. Cyrus Hubbard is making preparations to grow an acre or more under cloth this year. Some tobacco beds have been sown the past week in warm places. The ground is nearly settled, and an early spring is coming on."

Whately: "The work of preparing the seed beds seems now to be generally attended to. A few have sown the seed, but more will do it this week. There are but few crops left for sale. Quite a number have their crops assorted and force sweated. About the usual amount will be grown, or so it looks now."

Amherst: "The crop is nearly all sold. A few have assorted, and are having their goods assorted and force sweated at Hatfield. About the usual acreage will be planted this season."

Somers: "The bulk of our 1901 crop is in the packers' hands. A few lots remain unsold which the growers refuse to sell at the low prices that have been offered. About the average acreage will be set the coming season.

Enfield: "The season for making seed beds has arrived, and the past week many have sowed the tiny seeds. The fire here a week ago at Warehouse Point destroyed many thousands of dollars worth of cigar leaf. Fully the usual quantity of tobacco will be set this year."—American Cultivator.

BALDWINSVILLE, N. Y.

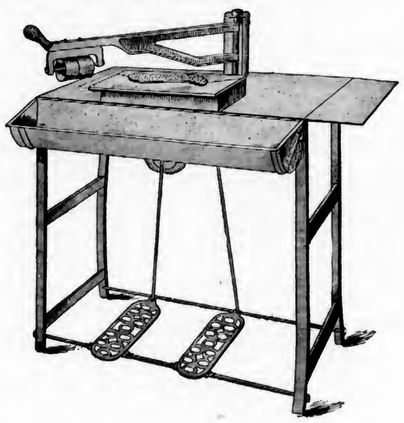
The warehouses have been busy both receiving and shipping during the past week. A considerable amount of tobacco has been delivered by the growers and between 1,000 and 1,200 cases have been shipped, shipments having been made by Elias Bach & Son, Dembo & Haskins, J. Bunzl & Son, Lewis Sylvester & Son and G. Falk & Bro., the latter having received between 500 and 600 cases which were shipped to Lancaster. Among the buyers who have been riding are S. D. Green, representing J. Bunzl & Son, George Erisman, of Lancaster, Pa., who has been riding with Wm. Ward, J. T. Skinner, representing G. Falk & Bro., and A. Heinke, the local representative of Charles R. Goldsmith & Co. Mr. Heinke is reported as having bought the following crops in the bundle at prices ranging from 4 to 8 cts.: Wm. B. Smalley, 3,500 lbs, L. Camp, Meridian, 3,500 lbs, Geo. Meade, 1,000 lbs, Bruce Dennison, Bowens Corners, 1,000 lbs, Henry Lee, Memphis, 1,000 lbs. Mr. Heinke is still receiving every Saturday, and on Tuesday took in 100 cases assorted goods.—Gazette.

MIAMISBURG, OHIO.

Deliveries of new Zimmer and seedleaf were quite frequent and heavy during the past week. The choice crops remaining in farmers' hands are now very scarce, and the majority of them are held at prices ranging from 10 to 12½c for Zimmer and from 7 to 8c for seedleaf. It is reported that several packing concerns have lately repudiated a portion of their contracts, and that a couple of other packers are rebuying the crops from farmers. The weather this week has been blustery and disagreeable for buyers to ride, which fact in connection with the scarcity of desirable crops, is perhaps responsible for the small number of sales reported. Farmers are beginning to prepare the soil for seed beds, but few are likely to sow the seed for this year's crop until the ground becomes warmer.—News.

We are now receiving shipments of
Our **1901** Crop Sumatra
from our plantations in Decatur County, Ga.
The Finest Ever Raised.
A. COHN & CO.
142 Water Street, NEW YORK.

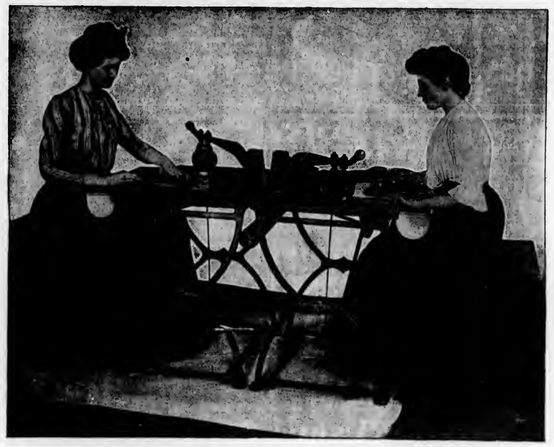
DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.

Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

NEWS NOTES.

A. F Webb is opening a new cigar factory and store at Valentine, Neb.

A. W. Jones succeeded the Q Cigar Company, manufacturers, at Brookfield, Nev.

J. A. and Thomas Cobb are beginning the manufacture of cigars at Rosenburg, Ore.

Carroll & Myr are to open a new cigar factory at 451 Oak street, Colorado Springs, Col.

John J. Becker, has opened a new cigar store in the Washington Hall building, at Scranton.

Andrew J. Dehart has succeeded to the retail cigar business of John Millichauch, at Myerstown, Pa.

Simon Steinberg recently opened a new cigar factory at Bridgeton, N. J., and will also do a retail trade.

Chelse Wikoff, of the Bowden-Wickoff cigar factory at Winfield, Kan., was recently married to Miss Laura Jaquins.

The Bradley Cigar Co., of Grand Rapids, Mich., on April 1st took possession of a new factory on Division street, that city.

The building and entire stock of Kretlow Bros., cigar manufacturers at Fond du Lac, Wis., was destroyed by fire on March 20th.

W. L. Alexander, lately at 245 Superior street, Toledo, O., has leased new premises at 501 Madison street, in the Paul Block.

Wm. H. Routier, of Saginaw, has opened a fine new cigar store at Battle Creek, Mich., which will be known as "The Climax."

Pallister Bros., of Ottumwa, Ia., are in possession of a new factory building which is a thoroughly up-to-date building in every respect.

Kirkland Bros., of 215 Genesee street, Utica, N. Y., are selling out their stock of cigars, tobacco, etc., preparatory to removing their business to Buffalo, N. Y.

The Excelsior Consumers' Cigar Company was organized in New York; capital, $25,000. Directors—R. S. Herbert, Adam Alheidt, and R. J. Robeson, New York.

A fire discovered in the rear of Al. Andrews' cigar store at 136 South 3rd street, Cripple Creek, Col., came near creating another Cripple Creek conflagration last week.

The American Cigar Machine Co. has increased its capital from $125,000 to $1,000,000 divided into 1,500 shares of preferred and 8,500 shares of common stock, of the par value of $100.

Clarence Dunn has purchased the entire wholesale cigar business of H. K. Davis, at Reed City, Mich., including the right to manufacture the celebrated "J. E." cigars, the "Register" and "Elks." He is fitting up the vacant Patterson building on Chestnut street in that place.

F. A. Goetze & Bro., of 160 Broadway, Jersey City, N. J., are instituting proceedings against the Goldman Tobacco Co., of Reading, Pa., on an alleged infringement in tobacco packages.

F. E. Niesen, of St. Louis, reports the sale of the Wright Bros. Tobacco Co.'s plant at St. Charles, from the Continental Tobacco Co. to J. D. Houseman, trustee, for the sum of $5,500 cash.

The Home Cigar Company, at Flint, Mich., is now owned by Fred Platt. Thomas Moore has withdrawn from the firm. He will go to Owosso, Mich., where he has accepted a position in a cigar factory.

John Maroney, of Christ & Maroney, cigarists at Stuart, Ia., died recently. His death was caused by an over-dose of laudanum, which he is believed to have taken to cause sleep. He had been sick for a week or more.

A strike occurred in the Brown & Myers cigar factory, at Manson, Ia., recently, and all the employes but two walked out and stayed out. The trouble was over a cigarmaker who was working for less than the union scale of wages.

A large crowd was in attendance at the opening of G. W. Barnett's cigar store in the city hall building Oklahoma City, Okla., last week. There were quite a number of ladies in attendance and to each lady a souvenir pipe was given.

In United States Court at Utica, N. Y., a motion for a bill of particulars in the case of the Syracuse Cigar and Tobacco Company against Henry S. Chapman & Co. of Suffield, Conn., was denied. The defendant asked that an item of $1,800 in a claim for $2,000 damages for the nondelivery of tobacco on a contract be particularized.

The information given by labor organizers in reference to a proposition having been offered the G. J. Johnson Cigar Company to unionize its shop, and stating that the company would probably accept the offer, seems to have been incorrect, according to the statement of C. W. Dierdorf, treasurer of the Johnson Cigar Company. Mr. Dierdorf states that his company has never thought of unionizing the shop, and such action will not be taken.

B. N. Cutting, a cigar manufacturer, of Lapeer, Mich., has purchased a controlling interest in the Harrington Cigar Company, at Detroit, buying the stock from F. J. Fry, J. J. Bennett, F. E. Humphrey and Christian Lachenauer. J. A. Williams and Christian Lachenauer will be associated with him in the Detroit business, the former as president and the latter as vice-president. Mr. Cutting will act as secretary-treasurer and the

LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**
We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**

Agents for "Havanarine."

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Thos. E. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED.

le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
HOPKINSVILLE, KY. PADUCAH, KY.
Leaf Tobacco Brokers, Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.

factory at Lapeer will ultimately be consolidated with the Detroit plant.

G. E. Eis has filed a suit against Moses C. Wetmore for $5,500 alleging he paid Mr. Wetmore for stock in the M. C. Wetmore Tobacco Co. which, he avers, will be a loss to him. He states that he is informed that the price to be paid for the stock of the company by the Continental Tobacco Co. will be required to pay the debts of the Wetmore Co. Eis states that he refused to join in the sale of the Wetmore Co. to the Continental Co. He avers that the agents and officers of the Continental Co. have determined the price to be paid. Col. Wetmore said: "I suppose Mr. Eis thinks I owe him something, and I know that I do not."

The Italian Tobacco Monopoly.

Some Interesting Facts and Figures Concerning the Monopoly.

The annual report of the German Consul at Rome says:

Tobacco was first planted in Italy a very long time ago. As early as 1560 the Sette Community of the Brenta Valley had received from the Government of the Venetian Republic a special concession empowering them to establish a tobacco monopoly. Early in the seventeenth century the industry had already been established in most of the important Italian States as a monopoly which was either leased or sold outright to private individuals.

In the Papal States the concession was held up to 1858 by members of the house of Torlonia, a proof of how little was known by political financiers, even up to the first half of the last century, of the immense possibilities of revenue to be realized from a Government tobacco monopoly.

The importance attained by the house of Torlonia may be attributed principally to this valuable concession. In 1858 the Papacy assumed direct control of the monopoly and installed Don Alessandro Torlonia in the position of general director.

The Italian Government at that time located at Florence, had gradually acquired control of the industry in all of the other States and leased them to private companies.

On January 1, 1884, the Government assumed direct control, and established a department under the Finance Minister, with the title of "direzione generale delle privative," to have full charge of the tobacco monopoly as well as of the salt and lottery monopolies.

Since 1884 the monopoly has assumed an entirely different aspect and become an important factor in the national financial economy. Large factories have been erected in Rome and Florence for the manufacture of Virginia and Turkish cigarettes, which were formerly imported in large quantities from Dresden.

Raw tobacco is now bought by the Regie representatives at the source of supply. The number of experts in charge of the different departments has been increased and the condition of the employes greatly improved.

In Seafati at the foot of Mount

THE WORLD'S
Profitable Inches

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

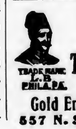
SMOKE
KLEINBERG'S **Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
AND DEALER IN . . . PACKER OF **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.



L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
657 N. Second St., Philadelphia.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
PLUG & SMOKING TOBACCOS & CIGARETTES.
WHOLESALE MANUFACTURER & JOBBER
IMPORTER OF CIGARS, CIGARETTES & ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking

Vesuvius, a splendid experimental station has been established upon the pattern of the Hungarian station at Debrecsin.

A considerable export trade has grown up with African and South American countries, the basis for this trade being located at the Port San Remo.

The culture of native tobacco has increased until now the Regie export leaf as well as Virginia Tuscanies (a kind of stogie), and tobacco extract.

The total receipts of the monopoly were in the fiscal year 1898-'99, 36,240,000 dol., and the net profit 29,070,000 dols.

Rather a consolidated tobacco company profit, isn't it?

Experiments of growing tobacco recently made in the Roman Campagna have resulted so satisfactorily that the Government now looks forward to the development of this branch of the tobacco industry with the expectation of it becoming an important addition to the resources of the country.

LATE REVENUE DECISIONS

Cigarettes for Porto Rico.

A manufacturer, who inquired whether he could put up his cigarettes in packages containing 12, or any other number not corresponding with a statutory package, was advised that all cigarettes manufactured in the United States for sale or consumption in Porto Rico must be put up in packages containing 10, 20, 50 or 100 cigarettes each, and that each package must be properly stamped before removal from the factory.

Combination Glass and Pasteboard Package for Cigars.

The Commissioner recently approved the use, as a statutory package for cigars, of a heavy pasteboard box with outside covering in imitation of wood, and the lining of corrugated pasteboard, in which was enclosed a glass jar with tin lid. The registered number of the factory and the number of the district and state were blown in one side of the sample jar, which was sufficiently large to hold fifty cigars of the ordinary size. An oval opening (2½ by 3 inches) was made in the pasteboard covering, so that the brand appearing on the glass jar was disclosed after the jar was placed in the box. Around this opening appeared the manufacturers name and the trade name of the cigars. The caution-notice label, in form prescribed by the regulations and section 3393, Revised Statutes, was printed directly on the bottom of the pasteboard box, to which an internal revenue stamp was affixed in such manner as to securely seal the box. In addition to such label, brand and stamp, the following notice was printed on the box in plain, legible manner: Caution: "The glass jar contained in this box must not be removed therefrom until the cigars are sold."

PATENTS RELATING TO TOBACCO.

696,854 Lamplighter and match-extinguisher; Wesley R. Cain, and O. B. Kane, Port Jervis, N. Y.

696,868 Cigar-packing machine; John G. Gabel, Holton, Kan.

696,677 Apparatus for curing tobacco; George F. Hillman, Florence, Mass.

696,512 Cigar-moistener and price and brand ticket; Sigismund Strauss, New York city.

BUSINESS CHANGES, FIRES, Etc.

Alabama—Montgomery—T. J. Mattox, Cigar and Tobacco Co (not inc.) gave real estate deed, $3,500, real estate mtges. $1,000 and $1,500; will cancel real estate mtge. $1,000.

Massachusetts—Holyoke—John F. Chase, cigars; chattel mortgage $1,000.

Michigan—Milford—C.M. Hayes, cigars; succeeded by Hayes & Leadley.
Mount Clemens—Douglas & Barron, cigars; succeeded by Trombly & Peltier.
Port Huron—D. J. Stephenson, cigars, tobacco, etc.; chattel mortgage $551 renewed.

Minnesota—Duluth—Bertram Bros., E L. Bertram, individually, cigar manufacturer; real estate mortgage, $3,000.

Montana—Butte—Charles Wintergast & Co., cigar manufacturers; succeeded by Montana Cigar Mfg. and Leaf Tobacco Co.
Helena—Britt & Klei, cigars and tobacco; discontinued.

New York—New York city—Wm. F. De Saussur, cigars; assigned.
Mechanicsville—Mrs. S. B. Gonsline, cigars, etc.; succeeded by F. A. Baker.

Ohio—Cincinnati — C. Harry Meyer, wholesale cigars; succeeded by C. Harry Meyer & Co.

Pennsylvania—Scranton—Allen & Walker, A. N. Allen, individually, cigars; execution $2,000.

—La Tabacalera, the company which has the tobacco monopoly of Spain, has declared a dividend of 50 per cent. for 1901.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ ozs., Light and Dark.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—5⅓ ozs., 3 to pound.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price-Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TRADE will Follow

the introduction of the

High Grade Seed and Havana CIGAR

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER,

"The gain of lying is nothing else but not to be trusted of any, nor to be believed when we say the truth."

We are not looking for such gains, but hope to merit business by fair and honest dealings. Can we send you a sample of

CHIEF RABBAN WYOMING ELK **10c.** LADY MAR MEASURE FOR MEASURE **5c.**

Penn Cigar Company,

Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

LIBRARY. RECEIVED APR 18 1902 Department of Agriculture.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 16. | PHILADELPHIA, APRIL 16, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

This is a Good Time for You to

BUY HAVANA,

and leave it in bond.

Prices will certainly Go Higher when the Duty is Reduced.

We have a Fine Stock to offer.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

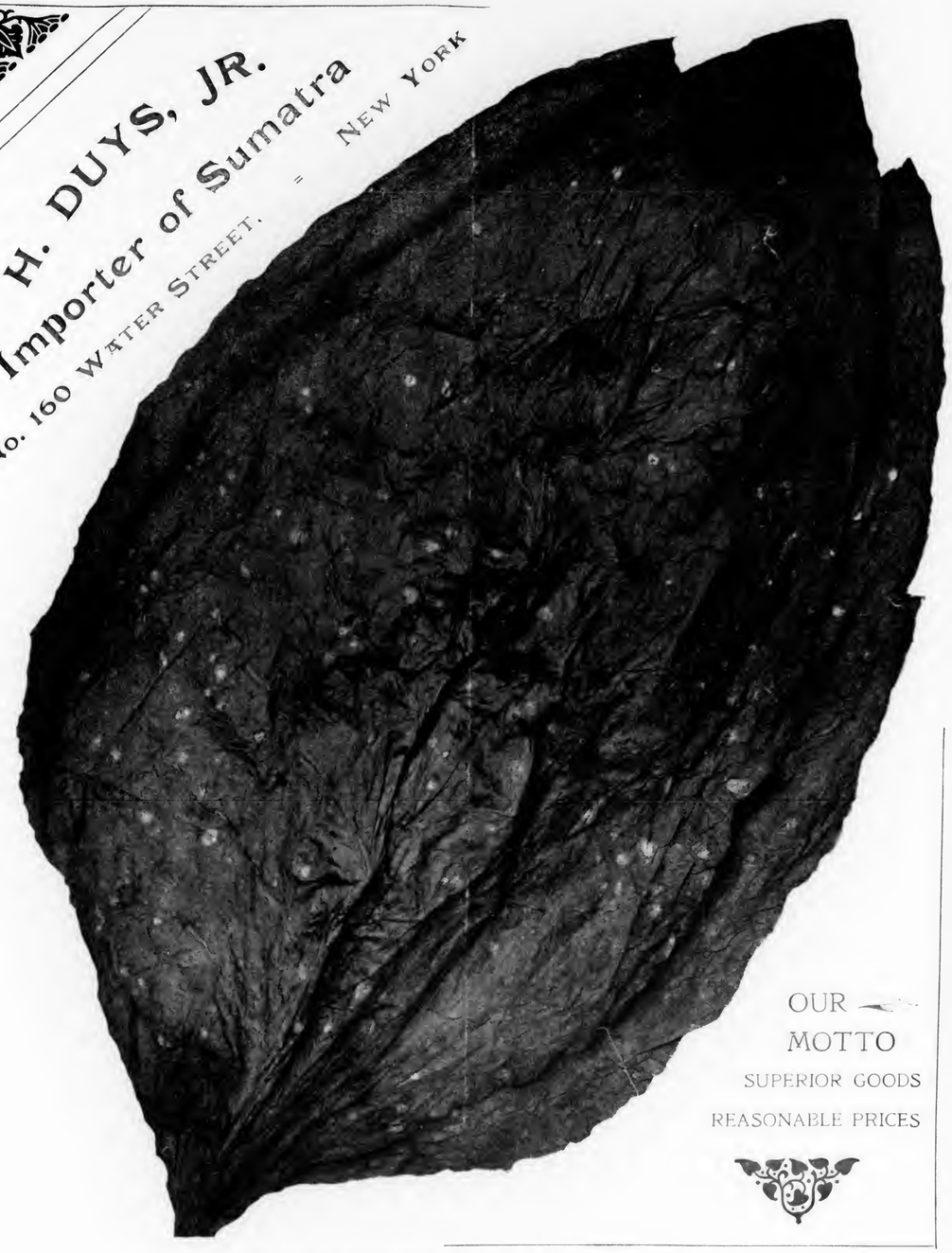
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 189. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

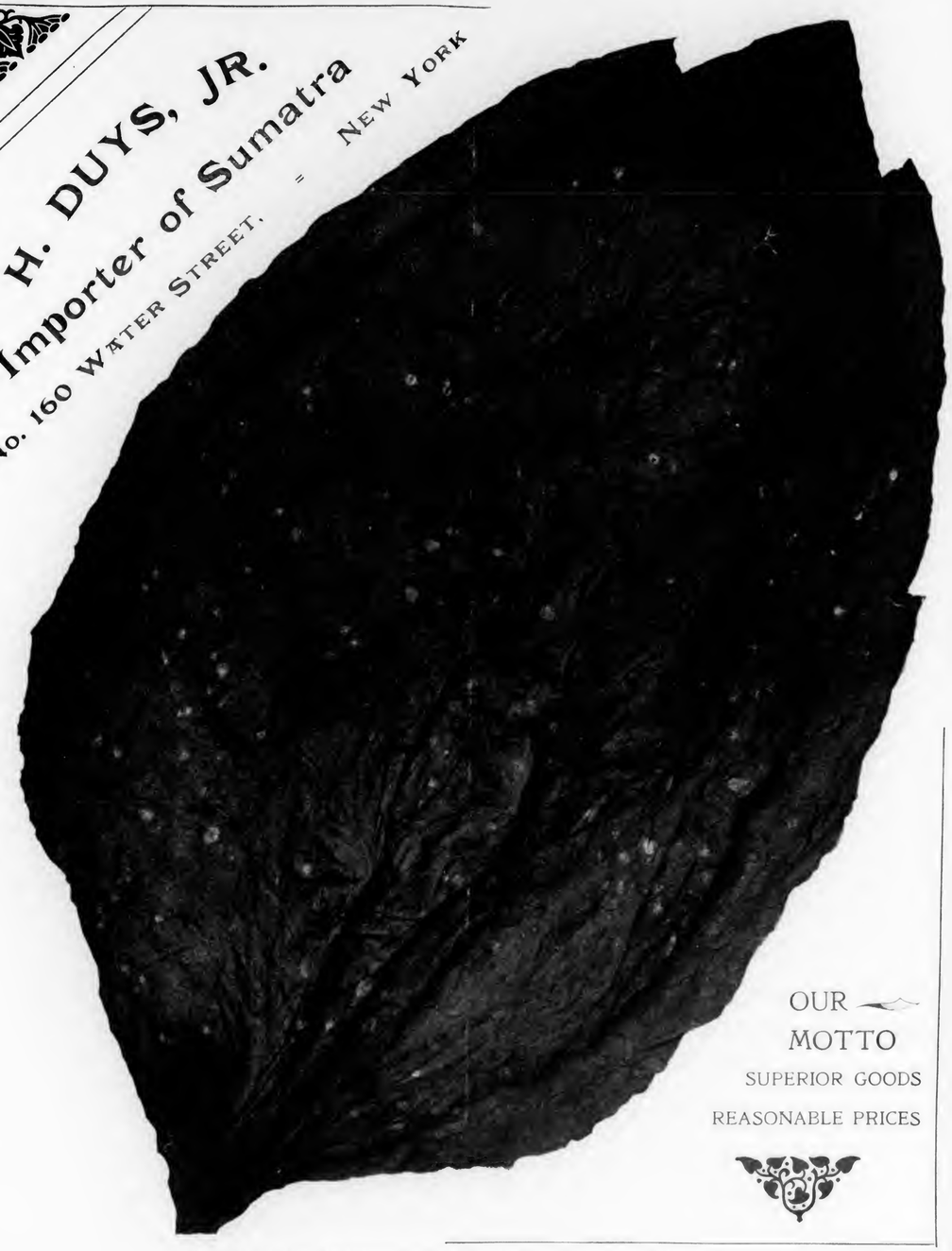
222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET, = NEW YORK



OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XVI.—The Wrath of Sultan Amurath, and What Came of It.

By L. HERZIG, of J. C. Drucklieb & Co.

One morning in the year 1633, a few days after the great conflagration, a placard, of which the following is a fair translation, appeared in many places throughout Constantinople:

"It having come to the knowledge of our Lord the Sultan that the great fire which a few days ago destroyed a large portion of the city was caused by the smokers of tobacco who have of late in such numbers crowded the coffee houses, the wrath of our Lord has thereby been aroused, and

"It is ordered by our Lord the Sultan that the smoking of pipes and the drinking of coffee shall cease at once, not only in Constantinople but throughout the dominions of the Sultan in Europe and in Asia.

"It is decreed that every person found smoking shall have his nostrils pierced and the stem of his pipe thrust through the punctures, after which he shall be mounted backward upon an ass and ridden through the city, in order that all other evil disposed persons may therefrom take warning."

The document bore the signature of the Grand Vizier in a flourish that looked like a piece of elaborate embroidery on white satin.

The people read the proclamation and trembled, but Mohammed Ibn Ben Ali, pilgrim, adventurer, sailor, soldier, merchant, man of the world, read it and smiled in his beard. He was a tall, blond Turk, of a type that was far more common in Turkey in the time of Amurath IV. than it is today, when the old Osmanli blood has been so thickened by admixture with that of the swarthy Armenians.

Mohammed Ibn Ben Ali was a lover of tobacco. Indeed, it was his own father who, in 1605, had brought the first cargo of tobacco to Constantinople. Mohammed had seen many lands. He had made the haj to Mecca; he had been in France, in Italy, in Germany. He knew the world and its ways. He smiled when he read the proclamation, because he foresaw that the Sultan and his officers were going to have a fine time of it enforcing the order against smoking. But no one saw him smile, or things might have turned out unpleasantly for Mohammed Ibn Ben Ali. Those who were with him in the crowd were stay-at-home Turks who feared the Sultan and were quite willing to obey his orders, if only their master and his men would otherwise let them alone.

Mohammed Ibn Ben Ali went about his own business presently, and that same evening, on his return to his home, ostentatiously smashed his hubble bubble.

MR. L. HERZIG.

To all appearances the Sultan's proclamation had done its work, for throughout the city the coffee houses had all gone out of business and the water pipes, the nargilehs, the chibouques and the hookas were all broken or hidden away.

But had the Turks ceased to smoke? Sultan Amurath discovered the truth in 1636, and then the breath of his wrath lay chill upon Stamboul, and in his jasper palace by the shores of the Sweet Waters of Europe he raged like an infuriated polar bear, or jostled against people and things like an iceberg in a whirlpool. He had heard long before of how the efforts of King James of England and of Czar Michael Fedorovitch of Russia, who, like himself, had fulminated against tobacco, had come to nothing, but he had not dreamed that he, the autocrat whom his people called the Terrible, could be defied and laughed at as his brother monarchs had been, and when the truth was disclosed to him he was mad clear through. It all happened in such a casual way The day was fine, there was no trouble with any of his wives, his digestion was in perfect order, he had been victorious in his latest war, he had comfortably put the heir to the throne out of the way, and the Grand Vizier had reported to him only that morning that there was plenty of money in the treasury to buy Circassian beauties and to pay for the tomb of the Sultan's mother, which was to be something extraordinary in marble and onyx; so that Amurath was very content with himself and the world. He set out accordingly for his morning stroll through the palace gardens. He had gone but a short distance when his nostrils detected the odor of tobacco smoke. The Sultan walked cautiously toward the spot whence the odor proceeded. Seated with his back toward the Sultan was a gorgeously dressed soldier, one of the household guard, and the smoke was ascending above his head in spirals, in wreaths, in clouds, for the smoker was obviously enjoying himself. It was Mohammed Ibn Ben Ali, who had been getting on in the world since we first saw him reading and smiling over the proclamation of three years before.

Amurath crept nearer and, keeping out of sight behind the shrubbery, circled the soldier and sought to discover the pipe he was smoking. He was smoking. There could be no doubt about that, but there seemed to be some magic about it for no pipe was anywhere visible. The Sultan took pains to make sure. At last he pounced upon Mohammed who, soldier though he was, and a brave one at that, grew pale when he found himself in the grasp of his lord. He was too frightened to speak, and if he hadn't been he would have had too much sense, for he realized just what the Sultan's onslaught meant, and saw that his own best chance was to remain silent. Amurath meanwhile had shouted for assistance which came on the run, and then a search of Mohammed's pockets was made. It revealed considerable tobacco and a few sheets of thin white paper, but no hubble bubble, hookah, briar, bull dog, meerschaum, corn cob, not even an Irish dhudeen.

The Sultan was puzzled. His irade had said nothing about punishing people in whose possession tobacco might be found, but it did provide for nose piercing and other punishments, and Amurath was ever ready to punish. But how was he to run this criminal's pipestem through his nostrils when there was no pipe to provide the stem? The matter was beginning to bear a ludicrous aspect when Amurath bethought himself. He promised pardon to Mohammed if he would confess the truth. Amurath never broke a promise in his life, and accordingly Mohammed Ibn Ben Ali made everything clear. He even went so far as to tell the Sultan that his little secret was one which by that time was shared by thousands of other smokers in Turkey: he took a pinch of tobacco and rolled it in a piece of thin white paper. In other words he made a cigarette. The Sultan was angry and went home fuming, but the cigarette had been born into the world and his anger didn't count.

—

Next Week—Chapter XVII:—"The Plea of the Creature We Call Tobacco," by M. F. Schneider, of Laverge & Schneider.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA IMPORTERS & PACKERS OF SEED LEAF TOBACCO SUMATRA

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

K. STRAUS A. LOEB

122 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The States from the Cigar Man's Point of View.

XXXV.

WISCONSIN.

Milwaukee, the "Cream City," whose popular nickname recalls to the fanciful mind the foam on the beer which is produced of such excellent quality and in such vast quantities there, is one of the jolliest cities in the world, and very appreciative of good cigars of all kinds. Its wholesalers and jobbers are an enterprising set of merchants, and the retail cigar stores in the city, taken all through, are cleanly and congenial places, presided over by proprietors and attendants who understand cigars and how to recommend them to their patrons. Milwaukee is a rich city, with good theatres, schools, and newspapers. The taste of its people in the matter of cigars is, therefore, a cultivated taste, yet it is neither exacting nor peevish.

The Milwaukeean who is able to buy imported cigars is plentifully in evidence, though he is, of course, not as great a multitude as his brother whose purse commands only the domestic ten center, or the still more accessible nickel cigar. Nevertheless, the preference of each of these classes of smokers is directed by a remarkably keen intelligence. In other words, they are "up" on the subject of cigars. They know not only what they want, but whether they are getting it or not.

Outside of Milwaukee the common demand is for a good five cent cigar. In the small towns and villages this grade of goods is consumed in enormous quantities by the farmers of the state. A very large number of the agriculturists of Wisconsin are not only growers of tobacco but consumers as well. At home, in Sweden, their forefathers either smoked not at all or were addicted to the pipe. Many of them in the eighteenth century and up to the middle of the nineteenth century were great lovers of snuff. They were a God-fearing, self-respecting race, who abominated the theatre, who rarely read any other book than the Bible, and who never saw a newspaper from one year's end to the other, and yet from their loins have sprung those sturdy farmers of Wisconsin who have a newspaper always under their noses, who love the theatre with the same discriminating passion that all Americans love it, and whose reverence for religion is bred in the bone. The pipe is almost unknown to the tobacco lovers of Wisconsin; the cigar has taken its place, and will always take the first rank in their affections, which is only natural seeing that the cigar leaf crops of the state are a source of revenue to many of its citizens. It will be interesting to note whether or not the snuff taking habit, which is reviving, will ever become as general among the Wisconsin tobacco lovers of Scandinavian blood as it was in the olden time among their ancestors.

There are in Milwaukee and in certain other parts of the state a number of very prosperous cigar factories, making the finer grades of 5 and 10 cent cigars. Leaf salesmen say that these factories are putting more and more imported Havana tobacco into their product, which is a certain way to foster and extend their trade.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York 4-9-5

FOR RENT.—Fine office; good light; use of fire-proof; first floor. Apply 111 Market St., Phila. 4-9-2

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

CIGAR STORE; good corner, established trade, mostly 5 and 6c goods, receipts running nicely, for sale very reasonably. Address DEALER, Box 127, Care of The Tobacco World. 4-9-4

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.

BLUE BAND

And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in **Leaf Tobacco**

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic TOBACCO

WHOLESALE AND RETAIL,

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

IMPORTER OF

S. Weinberg, Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Philada. *Gumpert Bros. Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
103 North 2d St. Philada.

HENRY M. WEAVER & SON,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Cigar Manufacturers,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at **10 cents** per week.
We make to order **Copper Dies in Blocks,** any name, **30 cents each.**
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to **THE UNIQUE CIGAR MACHINE CO.,** Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

Cigarette, Cigar and Pipe.

Whatever may be the explanation as to why smoking in the form of cigarettes has become so enormously popular during the past decade says the "Lancet," of London, there can be no denying that popularity from the fact that it has led to a very sharp industrial war. Millions of public money have been invested in cigarette-making companies. Cigarettes are the subject of advertisement in the daily papers on an enormous scale utterly incomparable with that on which tobacco and cigars are advertised.

The reason is not far to seek: the cigarette is cheap, and, more than that, it is a convenient form of "smoke." The good cigar is not cheap, it is comparatively bulky, and it takes some time to finish. The pipe must be kept clean, it requires to be filled, and a pouch must be carried to contain the tobacco. The cigarette is ready to smoke, scores can be carried in the pocket, and one can be smoked in a snatched quarter of an hour. The cigarette is, therefore, popular, probably mainly because of its convenience.

That being so it is important to consider whether cigarette smoking is more injurious from the point of view of health than is the smoking of a cigar or a pipe. To begin with, a much milder tobacco can be smoked in cigarettes than in the pipe, and so far this fact is in favor of the cigarette. The usually mild tobacco in the cigarette is "hot" in the pipe. The cigarette is practically in direct contact with the air from the lighted end to the mouthpiece, and thus the smoke is invariably cool, while the products of combustion are calculated to be complete. The pipe, on the other hand, is more like a retort in which to some extent destructive distillation with the formation of acrid oils is set up. One very strong objection to the cigarette, however, is that the area of combustion is very close to the nose and mouth and thus air is constantly and invariably inhaled containing smoke from the lighted end which is usually of a very pungent type, infinitely more pungent than is the smoke drawn through the cigarette.

Much of the mischief from cigarette smoking arises from this fact, the cigarette being persistently held in the mouth until burning of the lips is threatened. If the smoke from the burning tip of a cigarette be purposely inhaled for a time a sense of stupor sets in, while the smoke drawn through the cigarette may be breathed in the same way with comparative impunity. The same result is obtained with the cigar, but in a still more emphatic way. The use of the cigarette or cigar holder, is therefore, calculated to obviate two sources of mischief—the inhalation of the powerful pungent smoke from the lighted end and the introduction of tobacco juice and oils into the mouth. A long and cleanly kept pipe filled with mild tobacco preserves the smoker against both contingencies.

When, however, the cigarette is rationally smoked, and not to excess, it is probably the mildest form of smoking, and this fact, coupled with its convenience and cheapness, is a sufficient reason for its immense popularity. And it is interesting to note that the tobacco war arose, not on account of the pipe or the cigar, but because of the cigarette.

Census of the Tobacco Industry.

S. N. D. North, chief statistician for manufactures, has submitted to Census Director Merriam a preliminary report regarding the manufacture of tobacco in the United States, according to the official reports of the twelfth census, as follows:

	1900	1890
TOBACCO.		
Establishments,	15,252	11,643
Capital,	$124,089,871	$96,094,753
Wage earners, avge. number,	142,277	122,775
Total wages,	$49,852,484	$44,550,735
Miscellaneous ex.	79,495,422	37,561,681
Cost of material,	107,182,656	92,304,317
Value of product,	283,076,546	211,746,623
CIGARS AND CIGARETTES.		
Establishments,	14,539	10,956
Capital,	$67,706,493	$59,517,827
Wage earners, avge. number,	103,462	87,000
Total wages,	$40,925,596	$36,475,060
Miscellaneous ex.	31,436,701	17,673,063
Cost of material,	57,946,020	50,298,560
Value of product,	160,223,152	129,693,275
CHEWING, SMOKING AND SNUFF.		
Establishments,	437	395
Capital,	$43,856,570	$30,841,316
Wage earners, avge. number	29,161	29,790
Total wages,	$7,109,821	$6,947,158
Miscellaneous ex.	47,533,705	19,463,749
Cost of material,	35,038,287	29,192,249
Value of product,	103,754,362	65,843,587
STEMMING AND RHANDLING.		
Establishments,	276	292
Capital,	$12,526,808	$5,735,610
Wage earners, avge. number,	9,654	5,985
Total wages,	$1,817,067	$1,128,517
Miscellaneous ex.	525,016	424,869
Cost of materials,	14,198,349	12,813,108
Value of product,	19,099,032	16,209,761

The Enterprise cigar Co. has been incorporated at Trenton, N. J., by Samuel Levy, Rachael Levy, Chas. F. McDonald and Margaret E. McDonald, all of Trenton. The capital is $25,000, and the business was established several years ago by Mr. Levy.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4, 2 VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

The Tobacco Trade Directory and Ready Reference for 1902
Price, $1.10 by Mail.
Address The Tobacco World Publishing Co.
224 Arch Street, Philadelphia. *11 Burling Slip, New York*

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.

Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 16, 1902.

An Insurance Trust.

Philadelphia is now feeling the effects of an insurance trust, and the past fortnight has been a busy one in the fight between the insurance companies and the business men of the city.

A mass meeting was held last week, at which were present representatives of all interests involved in this conflict. An attempt was, of course, made by a duly authorized spokesman for the Underwriters' Association to defend the recent action of the association in raising the premium rates in certain sections of the city to a figure that is extortionate.

It is doubtful if this action could ever have been taken if the underwriters were not so thoroughly organized, and therefore fancied that they had the mercantile community at their mercy. No insurance company presumes to engage in business without joining the combination which fixes the rates for all its members, leaving the person who desires to insure his property against loss by fire no alternative save to accept the arbitrary rates asked or go without insurance.

The Underwriters' Association, in its ramifications throughout the country, is the most perfect, and hitherto the most powerful, Trust.

For Tobacco Statistics.

The Statistical Committee of the Tobacco Association of the United States, which will have in hand the matter of gathering the data now greatly needed by the trade, has just been appointed by the president of the Association. It is as follows: C. H. Lewis, Henderson, N. C.; E. L. Morton, Clarksville, Va.; G. H. Raney, Lawrenceville, Va.; D. Preston Parr, Bedford City, Va.; T. E. Roberts, Chase City, Va., G. T. Patton, Darlington, S. C.; C. H. Hickey, Danville, Va.; J. C. Braswell. Rocky Mount, N. C.; John S. Meade, Florence, S. C.; C. R. Dodson, Kinston, N. C.; E. L. Morris, Farmville, Va.; B. P. Eggleston, Drake's Branch, Va.; M. H. Clark, Clarksville, Tenn.; R. R. Hoblin, South Boston, Va.; John Webb, Oxford, N. C.; H. M. Fallon, Durham, N. C.; Johannis Suhling, Lynchburg, Va.; R. B. Boyd, Warrenton, N. C.; C. S. Jarrett, Hopkinsville, Ky.; T. B. Ficklen, Greenville, N. C.; W. J. Boykin, Wilson, N. C.; W. W. Morton, Richmond, Va.; E. K. Vietor, Richmond, Va.

The importance of the statistic matter is set forth in a circular letter sent to every member of this committee. This letter says in part:

"I consider this information of the greatest importance, as the figures heretofore obtained have been very faulty and misleading, and it can but be beneficial for the tobacco world to know to what extent they can depend on their supply of different species. When it is shown that supplies will be meagre, values will be enhanced, and when the crops are shown to be large, buyers can make such preparations for the enlargement of their trade as the premises may seem to justify, and thus find new or larger customers, to the end that prices will not decline to the extent that would be the case if the crop developed larger than the trade expected."

In conclusion, the circular states that arrangements have been made with Mr. O. P. Austin, chief statistician of the Treasury Department, at Washington, to promulgate all information in his bulletins, which have a world wide circulation.

Wood as a Substitute for Tobacco.

In the Court of Sessions, Edinburgh, David Wilson, merchant, of Blackness avenue, Dundee, and Robert Simpson Baxter, of Broughty Ferry, near Dundee, were prosecuted under an Exchequer complaint by the Lord Advocate, for having had in their possession, it is alleged, powered wood resembling tobacco and snuff, in contravention of the statute. Evidence was given that a Bristol tobacco firm had a communication from Wilson offering to supply imitation cigarette fixture and snuff, and that the firm communicated with the inland revenue authorities. The result was that a visit was paid to the defendants' premises, Kirkaldy Court, Dundee, and samples of imitation tobacco and snuff seized.

David Wilson, one of the respondents, said that the wood could be used for a variety of purposes. It occurred to them that it might be of use to tobacco manufacturers, but the replies received to inquiries were not satisfactory and they abandoned the attempt to sell the material to tobacco manufacturers. Baxter, the other respondent, produced a cake of soap made from the wood, and said he told the Inland Revenue people it was cellenite. After further evidence the case was adjourned.—London Globe.

THE MEDICINE MAN

HEARKEN, PALE FACES!

I am the Medicine Man of whom the books are full. I am the first of the slaves of the creature we call tobacco, and you shall be my auditors.

I have come back from the land of shadows to survey what were once the earthly hunting grounds of my people. Whatever pertains to tobacco pertains to me, and The Tobacco World shall be my bulletin. In its columns I shall discourse to you, in a spirit informed with good sense and animated by good will towards all among you, on such topics as shall from time to time appear to me to be timely and pertinent.

The United States has been called one vast university. The teachers of its people are the newspapers, and in this university I shall occupy the Chair of Tobacco.

I invite you to address me on any subject concerned with tobacco and I shall thereupon endeavor to make your communication, whatsoever it may be, the theme of a discourse whose aim shall be to interest not only one but all of you.

Address all such letters thus: "The Medicine Man, Bureau of The Tobacco World, 11 Burling Slip, New York."

Footsteps of the Young Men.

I am given to understand that a number of young men, the average of their ages being 21 years, and each of whom may be deemed to have before him only the brightest of futures, have voluntarily deserted New York and the luxurious modes of living to which they have been accustomed there, to enter the cigar factory at Richmond, Va., or at New Orleans, La., of the American Cigar Company as apprentices to the art and mystery of cigarmaking. The young men to whom I refer are the sons or nephews of certain of the officers or stockholders of the American Tobacco Company, the Continental Tobacco Company, the American Snuff Company, the American Cigar Company or the Havana-American Company, and each of them, it gives me peculiar satisfaction to say, is acting under the counsel of his elders.

In the cigar factory at Richmond or New Orleans to which they have gone, these young men have begun at the very beginning, at bunch breaking, or some other equally simple task. They work exactly as other laborers in the factory work, though some of them are already instructing new labor in the first steps of cigar making. They have the same duties, the same hours and the same pay as others, with this probable difference only, that being above the average in schooling and in breadth and acuteness of intelligence they may learn with more quickness and master the details of their tasks with greater thoroughness. It is, after all, thoroughness which counts, you know.

The tobacco business is a most reputable and dignified one and the ambition to be a thorough tobacco man is in every way praiseworthy. For such of the young men, of whom I have spoken to you in this my first discourse, as shall evince that they possess those qualities of application, of industry, and of that highest faculty which mortals denominate genius, I predict an early reward for their present self denial and toil that shall arouse the emulative zeal of all those who shall read their story. It is from among them in all human probability that the leading officers of the companies I have named will in the after time be selected.

They are the material that is in demand in the great corporations which always need men, experienced in practical tobacco details as well as versed in the learning of the schools; in short, men of brains, who know the business in every one of its ramifications.

THE MEDICINE MAN.

A Charge of Smuggling.

United States Commissioner Craig, at New Orleans, has taken under advisement the evidence adduced in the charge of smuggling preferred by United States Customs Inspector Berhel against Marceline Marsal, a well-known stevedore of that city. Marsal and his foreman, Thomas Daniels, was accused of smuggling a package containing 27 packages of Havana cigarettes and one bundle of dried fish. This occurred on the 3d inst., and it was stated by the inspector that Marsal had said that the articles had been made a present to him by the captain of the Spanish steamship "Argentina Bogona." Daniels was discharged on the evidence that he had acted merely as an employe of Marsal.

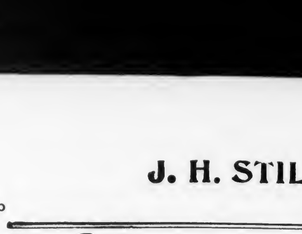
J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

New York Chamber of Commerce Favors Fifty per cent. Reciprocity.

BUREAU OF THE TOBACCO WORLD,
No. 11 Burling Slip, NEW YORK, April 15, 1902.

At a meeting of the Chamber of Commerce of New York city on April 10, the following strong resolutions in favor of a 50 per cent. reciprocity with Cuba were unanimously adopted:

On the 6th of February last the Chamber adopted a memorial addressed to the Senate and House of Representatives setting forth the conditions then existing upon the island of Cuba, and urging a substantial reduction of the tariff duties upon Cuban sugar and tobacco, to be followed by reciprocal tariff arrangements with the island upon the establishment of an independent Cuban Government. More than two months have elapsed since the adoption of this memorial and no relief has been granted by Congress to the island, for the ecouomic welfare of which the people of this country are morally responsible to the world, but a measure offering Cuba a meagre reduction of 20 per cent. in tariff duties is now submitted for discussion in the House of Representatives. Your committee consider this reduction entirely inadequate and insufficient. Your committee urge not only that a reduction of 50 per cent. is the least that is compatible with the obligations assumed by this country toward Cuba, and that self interest would dictate, but that such a reduction should be cheerfully and quickly given to prevent impending disaster.

Your committee therefore submit the following preamble and resolution:

Whereas, This Chamber, on the 6th of February last, addressed a memorial to the Honorable the Senate and the House of Representatives respectfully urging a substantial reduction of the tariff duties upon Cuban sugar and tobacco, as called for by every consideration of honorable dealing; and

Whereas, This Chamber considers the reduction of 20 per cent., now under discussion in the House of Representatives, entirely insufficient, and the delay in adopting some prompt and effective form of economic relief for Cuba discouraging to the people of that island; now, therefore, be it

Resolved, That this Chamber urges upon the Honorable Senate and House of Representatives that a reduction of not less than 50 per cent. upon the tariff rates of duty on sugar and tobacco should be conceded by this country to Cuba, and that such relief should be granted promptly, and be it further

Resolved, That a copy of this preamble and resolution be forwarded to each member of the Senate and House of Representatives.

***

The suit of Simon Stein, in 1900 a leaf broker of this city, against the Theobald & Oppenheimer Co., of Philadelphia, was tried before Justice Hascall and a jury in Part 2 of the City Court on April 10, and resulted in a verdict for the plaintiff for $742, interest and costs.

In June, 1900 Mr. Stein submitted some samples of F. Garcia, Bros. & Co's Havana leaf tobacco to President Geo. E. Spotts of the Theobald & Oppenheimer Co., and it was agreed, that in case the big Philadelphia cigar manufacturing company bought Havana tobacco of the house named the brokerage was to come to him. In November, 1900, the Theobald & Oppenheimer Co. purchased of F. Garcia, Bros. & Co. 534 bales of 1899 Remedios tobacco. In this transaction Louis Bythiner, of Philadelphia, was the broker. Thereupon Mr. Stein brought suit for $742 which would have been his brokerage had the transaction been effected through him. Among the witnesses who testified as to the customs of the trade in transactions between brokers and sellers were Benno Neuberger, Jesse Mayer, Julius Marqusee, Julius Lichtenstein and others.

The plaintiff was represented by Morton Stein, who won golden opinions from those who watched his conduct of the case, and Alex. S. Bacon. The defendants' counsel were Black, Olcott, Gruber & Bonyrge. It is understood that the case will be appealed.

***

Norberto Cueva, of F. Miranda & Co., left on the "Morro Castle" on April 12 for Havana, where his duties will keep him engaged for a month to come and longer.

***

L. Frank & Co., of 197 Pearl street, will remove on May 1 to 141 Maiden Lane.

***

John Fielding, with Rothschild & Bro., left on a business trip to Havana on the "Morro Castle" on April 12.

***

No fact attests in more striking

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Company
CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

degree the development of luxurious taste among the cigar lovers of the United States than the steadily growing demand for cigar jars of cut glass.

Cut glass is always expensive, and cigar jars of such glass retail all the way from $5 to $50. C. Dorflinger & Son, the well-known manufacturers of cut glass of this city, tell your correspondent that they sell thousands of these jars every year, and that, in fact, they cannot make enough to supply the demand. Among the firm's large wholesale customers for these jars are Estabrook & Eaton, of Boston, the Waldorf-Astoria Segar Co., Park & Tilford and others of this city and elsewhere.

Some of these cigar jars, and notably those of ruby glass, are exceedingly beautiful. The cheaper kinds are made with the same care as the most expensive in the essential detail that the lids are all tested so as to insure that the jar shall be air-tight. Such jars keep cigars in fresh condition for an indefinite period of time.

***

Professor Milton Whitney, of the Division of Soils of the Department of Agriculture, was in New York on April 10, and it is said his business here was to make arrangements for the sale at auction of the tobacco grown from Sumatra seed under shade in Connecticut in 1901.

***

A notable fact in the New York leaf market last week was the disposition shown by many buyers to heed the advice given in this column several weeks ago, in advertisements of later date and by large importing houses generally, to take advantage of present conditions and buy their Havana now. Those who do buy now will get the benefit of whatever reciprocity reduction Congress grants to Cuba. Those who wait will not.

The Havana market showed considerable animation, not only here but in Havana. One very notable transaction which took place in Havana lately was the sale of 2,300 bales of Remedios, Santa Clara, Semi-Vueltas and Vueltas by John Wardlow, manager of F. Garcia, Bros. & Co.

In New York city the Havana houses which are happy over large recent sales are F. Miranda & Co., Gustav Salomon & Bros., Rothschild & Bro., Weil & Co., Leonard Friedman & Co., Sartorius & Co., Schroeder & Arguimbau, Sutter Bros. and others.

The "Amsterdam" got in on April 8 with a large cargo of Sumatra, much of it of the new crop. Some of the new Sumatra has already been sold and sample bales are in pretty brisk demand. Exceptional lots of the new leaf show remarkably good qualities of yield. One lot of first lengths is spoken of which gives 140 leaves to the pound and which will yield wrappers for 650 cigars.

In the domestic types the market was without especial animation.

***

Young Ramon Cifuentes, of the Partagas factory in Havana, sailed for home on April 12.

***

In the new showcard of the "Beacon Light" brand of the Plough & Allen Co, the face of William C. Whitney has taken the place originally occupied by that of James B. Duke.

***

Ben Rothschild, of the big Chicago leaf firm of Rothschild, Sons & Co., returned from Havana with broker Simeon C. Gans on the "Morro Castle" on April 8. Mr. Rothschild says that while in Havana he secured a large quantity of very fine tobacco for his trade.

***

The Board of U. S. General Appraisers handed down a decision on April 4 in the protested case of J. Mendy, an importer of Porto Rico tobacco. The Supreme Court of the United States held in two famous Porto Rican cases that the date when the treaty with Spain went into effect was April 11, 1899, the day the ratifications of peace were exchanged between the government of the United States and the government of Spain. In the Mendy case the Board of General Appraisers fixes the date as December 10, 1898, when the treaty was signed. This apparent conflict between the two tribunals is thus explained by Henry S. J. Flynn, Mr. Mendy's attorney:

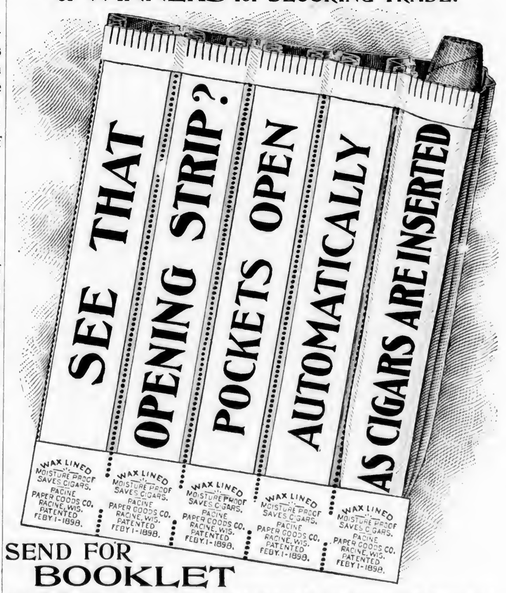
"The Supreme Court decision was merely what is technically called 'obiter dicum,' 'a statement in passing.' The Board of Appraisement's decision is accordingly the law."

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

ARIEL TENTING CLOTH
A new specially constructed cotton fabric, made for the express purpose of the shade growing of tobacco, vegetables and market produce. This cloth is made with or without concentrated filling and in corded selvage, and is made in widths of 126, 144 and 200 inches. Ariel Tenting Cloth is endorsed by Prof. Milton Whitney, Chief of Division of Soils, Department of Agriculture, and the leading shade growers. Write for Samples and Prices.
J. H. LANE & CO. 110 Worth St., New York City
ARIEL MITCHELSON, Tariffville, Conn.
or, OLDS & WHIPPLE, Hartford, Conn.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



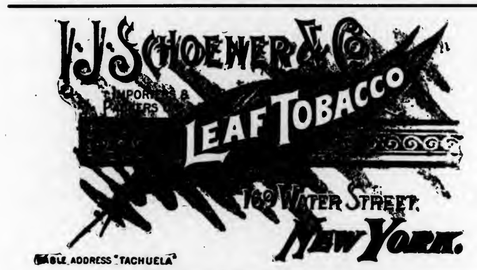
SEND FOR BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

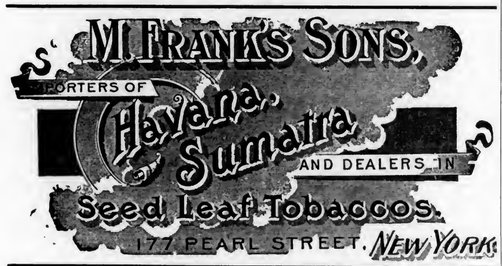
E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

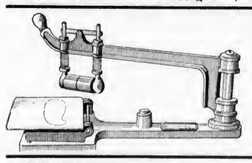
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.





FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Mr. Flynn said that the decision meant a difference of millions of dollars in duties to his client and others.

***

William J. Hazlewood, who has become a member of the cigar manufacturing firm of Leopold Powell & Co, has already sailed for Cuba to buy leaf for his firm's cigars.

***

At the second inscription in Amsterdam on April 8, Simon Auerbach secured a quantity of M & K Langkat and W & V S Deli Langkat B.

***

M. Frank's Sons are preparing to remove from 177 Pearl street to 191 Pearl street, where they will have larger quarters and better sample rooms.

***

Levi, Blumenstiel & Co. and the American-West Indies Trading Co. announce that their premises at 118 and 120 Maiden Lane are for rent.

***

The E. H. Gato Cigar Co. is arranging to remove its New York headquarters to 38 Beaver street.

THE TRADE IN READING.

READING, PA., April 12, 1902.

During the past two weeks there has been a steady improvement in the tobacco business and the spring trade is opening up in a satisfactory manner. There is a larger demand than ever before from all parts of the country for union-made cigars. Of course some manufacturers are not so busy, and report their business as being exceedingly dull for this time of the year compared with other years.

Few local factories are busier all the year around than that of Charles Maerz. He takes great pride in the superior workmanship of his brands and makes his own selection of tobaccos, being a practical man with many years experience. Orders for spring are coming in rapidly.

The cigar manufacturing firm of L. R. Romig & Co., of Sinking Springs, has gone out of business. S. B. Keppel, a former member of the firm, will occupy the building with a new factory. He will make up the brands used by the former firm.

Reading's wholesale leaf tobacco dealers report a marked improvement in the local trade. J. U. Fehr, J. L. & M. F. Greene, and John A. Hain & Co. are engaged in this trade here and are doing a very large business.

Daniel Fleck, of the Fleck Cigar Co., limited, will leave shortly on an extensive western trip. He is at present building an advertising wagon which he will take along. The vehicle, which is in sections, is a fine piece of workmanship. The body consists of a platform pedestal with both ends hollowed out, in which will be placed the representation of an "Eastern Buffalo" cigar, their popular brand, 15 feet in length. The vehicle looks much like a circus wagon, and is artistically decorated. It will be used for advertising purposes only.

J. Hostler, proprietor of the Bon Ton cigar store, who has taken possession of his new store at 9th and Elm streets, held a formal opening for his customers. The Reading Military Drum corps furnished music for the occasion. There was a large attendence.

Bayard L. Dunkle filed a $500 bond with Collector Fred W. Cranston for a cigar factory which he will place in operation at 323 North 2nd street. He will manufacture high-grade hand-made cigars.

James R. Dengler has taken possession of the old cigar stand of the late Aaron Engle, at the northwest corner of 7th and Bingaman streets. Mr. Dengler is well known and no doubt his new venture will be a success.

The stock and fixtures of Jonathan Boone's cigar factory were transferred to his son, Charles, who will continue to carry on the business at the old stand.

Gables Bros., cigar dealers, have moved from 9th and Greenwich streets to 614 North 9th street, where they have much larger quarters with better facilities for carrying on the business.

Alfred W. Weber, has opened a cigar store at the southwest corner of 5th and Bingaman streets. He has fitted up the place in a handsome manner.

William Fidler & Son, cigar box manufacturers, of Robesonia, are very busy at present. They ship their product to Reading, Lebanon, Shenadoah, Womelsdorf, Shamokin, Stouchsburg, Palmyra and Newmanstown. POMPEY.

—Hart C. Fisher, a wholesale cigar dealer, was declared an involuntary bankrupt by Federal Judge Kohlsaat at Chicago. Liabilities, $100,000.

YOUNG BLOOD IN THE NEW YORK LEAF BOARD.

MR. HARRY S. ROTHSCHILD, President.

The officers of the Leaf Tobacco Board of Trade of the City of New York, elected at the meeting of the Board of Trustees on April 8, are, as stated in The Tobacco World last week: President, Harry S. Rothschild; Vice President, Benno Neuberger; Treasurer, Walter Beer, and Secretary, Jesse Mayer.

These are all young men, and yet each of them, in point of service to his house, is a veteran. Not one them is over thirty-six years of age, and yet they have each of them been connected with the trade for at least twenty years. President Rothschild grew up with the sterling house of Rothschild & Bro., in Detroit, and it was upon his initiative that, seven years ago, the firm opened its offices in New York city. Under his aggressive and able management the New York house now ranks with the leaders.

MR. BENNO NEUBERGER, Vice President.

Vice President Benno Neuberger has been identified with the gilt edged house of E. Rosenwald & Bro. for the past twenty-one years He is regarded as "one of the old hands" not only in New York but also in Amsterdam; indeed he spends one half of the year in the United States and the other half in Europe. Notwithstanding this division of his time Vice President Neuberger has given his assurance that he will help out President Rothschild whenever he shall be called upon to do so, and nobody ever knew Benno Neuberger to fail to keep a promise.

MR. WALTER BEER, Treasurer.

Treasurer Walter Beer is the present head of the great house of Weil & Co. for more than forty years one of the first of the great importing houses of the United States.

MR. JESSE MAYER, Secretary.

Secretary Jesse Mayer is a member of the old and distinguished firm of Jos. Mayer's Sons, a leader among the packers of domestic leaf, and importers of foreign tobaccos for fully half a century.

The Tobacco World is privileged to announce that it will be the constant effort of the new officers of the New York Leaf Tobacco Board of Trade, to make the Board not only of genuine service to the leaf interest of New York city, but also a power among the Boards of Trade of the city of New York, so that in the future it shall be said of this Board that it does real work and that it has an earnest purpose before it.

Additional Notes from Our New York Bureau.

The auction sale of the tobacco grown from Sumatra seed under shade in Connecticut in 1901, which brokers Herman G. Vetterlein, Stephen G. Ruth, Sam Seymour, M. E. Flaherty, James Ertheiler and others were appointed to appraise, is to take place in Hartford, Conn., on May 1, the intention to hold the auction in New York having been abandoned.

***

Charlie Morris, of the Integridad factory, has had a unique experience. He started out five weeks ago for a visit to his trade and had got as far as Milwaukee when he received a telegram from his New York headquarters, peremptorily recalling him home. No, the factory had not burned down; the cigar makers had not gone on a strike; no big customer had gone mahulla; in short no calamity of any kind had happened. Mr. Morris was called home simply because there was no use taking orders which the factory could not fill, and so Mr. Morris is back again in New York trying to satisfy his trade with orders, for the time being, that can only be partially filled.

Never in its long and successful career has the Integridad factory been so busy as it is now.

***

Louis Klein, of L. Klein & Co. the well known cigar jobbers of Cleveland, O., is in town.

***

Sigmund Rosenwald, Moritz Neuberger, and A. Gerhard returned today from their visit to Havana.

Philadelphia Tobacco Pencilings.

A Philadelphia tobacco concern is said to have the most novel office that has ever been devised. The office referred to is located in the rear end of a building the front portion of which is used for a stock and sales room. It is about 12x15 feet in size, nicely decorated, and comfortably furnished. It is equipped with a sliding door that is mounted on a contrivance closely resembling roller skates, and works automatically. Whenever a stranger enters the premises and ask for Mr. —— the clerk in attendance outside pushes a button, which rings a buzzer in the private office. Upon this warning, whoever may be in the inside office will take a sly peep through a hole which has been arranged for the purpose near a beautiful rolling top desk. Should the caller be a welcome visitor he may be invited inside, or he may be requested to state his business through a pigeon-hole, which is near the entrance proper. Then, if his story is uninteresting, he will be invited to retire from the premises, and if he offers any resistance, he is soon confronted with a horse pistol, which protrudes automatically through the pigeon-hole, when a certain button has been pressed. The horror which may strike the intruder, on seeing such a gun as this pointed at him, is calculated to shock him; the pistol is really and absolutely harmless.

Should an unwelcome visitor, however, have managed to gain admission to this sanctum sanctorum, and his presence be no longer desired, he will be politely asked to depart. This he is expected to do promptly, and should he be backward in doing so, he is very likely to experience a tickling sensation which is said to have never failed to create a most earnest desire to see what is going on outside. His inclination to retire becomes immediately irresistable, and, of course, he goes out without any further parley.

There is more back of this than has been said, but the proprietor does not in the least resemble the "Veiled Prophet of Khorassan."

An alarm of fire turned in at Broad and Chestnut streets one evening last week, drew a large crowd. The blaze was in the basement of the Mozart Cigar Store, at 1404 South Penn square, and started in a pile of rubbish causing slight loss. While directing policemen to drive the crowds away from the immediate scene of the fire Captain Malin fell into a manhole in the pavement, the cover of which had been removed by the firemen, but the big Captain escaped with slight injury.

A gentleman, apparently of high culture, entered the retail department of B. Lipschutz, 44 North Twelfth street, one day last week, and leisurely walked to the sales counter behind which Mr. Lipschutz was standing at the time. "Have you a 'Cubanola'?" said he. "No, '44'", quickly responded Mr. Lipschutz, and finally persuaded the gentleman to take just one of his "44" five cent cigars. In less than ten minutes the gentleman returned, saying, "By ——, that is a good cigar," and asked for a box of them. "This is one of the many," said Mr. Lipschutz afterwards to the Paragrapher, "who come into my place asking for various brands of cigars, and when eventually told about my "44" they buy them and invariably come back for more, in

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

many instances buying them in box lots. That the same thing seems also true of the many retail stores throughout the city, who are handling my goods, I do not doubt, from the fact that we are making for these customers all of whom are retail dealers, between thirty and forty thousand per week." Mr. Lipschutz recently transformed his entire store, making a very elegant office immediately in the rear with a private office built on a veranda overhead. His factory was some time ago removed to 1235-37 Filbert street, where a good force of cigarmakers is steadily employed.

Thomas C. Sites, formerly a cigar manufacturer of this city, but more recently of Norristown, Pa., was last week adjudged a voluntary bankrupt. Liabilities, $6,227.07; assets, $30.

J. Josias, the local representative of the Hilson Co., of New York, has recently been placing a new proposition before the trade in this city on their "Hoffman House Cavaliers," a new brand of little cigars retailing at ten for 25 cents, and which are being sold to the dealer at $18 50 per thousand. They are also giving with each 100 "Hoffman House Magnus" one pack of "Hoffman House" little cigars and one pack of "Sweet Clover," which are placed one at each end of the package with a paper strip around the entire parcel. By giving these packages there is a reduction to the dealer, and Mr. Josias says that it has taken elegantly since the 8th inst., when the scheme was first launched here.

Leberstein Bros., proprietors of the La Volga factory at 103 North Second street, will remove on the 30th inst., to 434 Race street, formerly occupied by Wm. Taylor, whose removal to 1904 West Norris street was announced in these columns last week.

J. W. Levy, a well-know cigar salesman, who was formerly a representative of M. Barranco & Co., has associated himself with the P. H. Fratz Co., of this city, taking full charge of the sales department, while Mr. Fratz will continue in charge of the manufacturing end. Mr. Fratz is a thoroughly experienced manufacturer, while Mr. Levy has had quite a following among the trade here and it is hoped that the new venture will prove an admirable success.

F. Blatt, at 41st and Lancaster avenue, has just commenced the manufacture of cigars. He will operate a strictly union factory and make mostly five cent goods. It is a new venture for Mr. Blatt, who has already a well established trade and should do well.

M. Hernandez, at 1714 Columbia avenue, reports that his trade has remained in a quite satisfactory condition during the present spring. In fact, a steady increase has been experienced during the year so far.

During the month of March the tobacco output in the First District of Pennsylvania was as follows: Cigars, 40,829,930; little cigars, 73,000; cigarettes, value less than $2 per M., 110,000; cigarettes, weighing less than three pounds per M., 3,880,500; cigarettes weighing over three pounds per M., 22,000. This shows a decrease in the output of cigars as compared with March, 1901, of 341,495, but it was greater than March, 1900, by 658,505.

Sol. Hamburger, vice-president of A. Santaella & Co., of Chicago, and J. W. Madison, general representative of Trujillo & Co., of New York, were among the week's visitors.

Vicente Portuondo is doing quite a satisfactory western trade. Negotiations were recently concluded whereby J. D. Best & Son have become the Colorado distributors of the Vicente Portuondo product.

Internal Revenue Collector McCoach, of this district, raided 1160 Passyunk avenue recently and discovered an illicit distillery. They also found fifty boxes of unstamped cigars and twenty-five pounds of leaf tobacco. The supposed proprietor is B. W. Baigel, who for some months conduoted a cigar factory at 1936 Market street, subsequently removing to the Passyunk avenue address. He was not captured, however.

T. J. Dunn & Co. will soon be placing upon the market their new brand called "Dunoro," which will be adorned with a highly artistic label of unique design, and the package throughout is to be a most attractive one.

The new Lafayette Cigar Store, at 1516 Chestnut street, is doing nicely under the management of W. G. Worthington.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

IN THE LEAF CIRCLES.

Milton Herold, with Leopold Loeb & Co., has received a cablegram from Mr. Leopold, who was then at Plymouth, England, announcing their safe arrival. They proceeded immediately for Amsterdam. Business has been going along very satisfactorily with the Loeb-Nunez Havana Co.

Messrs. Gus. Eisenlohr and Karl Straus, two of our genial men, are enjoying their visit to Hot Springs, Ark.

During the past week Messrs. J. W. and F. Eckerson, both of F. Eckerson & Co., have been traversing Pennsylvania, and report a satisfactory business.

Howard Stevenson, with Freyer & Eisenlohr, returned from a several weeks western trip, during which time he covered Cincinnati, St. Louis and other points.

Sol Loeb, of the Loeb-Swartz Tobacco Co., informs the Paragrapher that last week was an exceptionally good one with them, considering the prevailing dullness. Sales aggregating over $10,000 were made during the week.

There is considerable evidence that Havana tobacco is gradually advancing in price. It is now from 7 to 10 cents per pound higher than it was several weeks ago.

Julius Hirschberg & Bro. have just completed a thorough renovation of their office, having repainted and papered it, making it look most cheerful.

Jacob Labe, of B. Labe & Sons, who is at present in Havana, has purchased to date about 700 bales, 200 of which are expected here by Saturday.

Hipple Bros. last week engaged M. L. Goldsmith as a city salesman for their house.

A daughter of George W. Newman, of Young & Newman, of this city, was married on Monday.

H. Dolinsky, of H. Dolinsky & Son, is now traveling through Connecticut, in the interest of his firm.

Among the week's visitors in the leaf trade were Messrs. Fisher, of A. Cohn & Co., Theodore Byxbee, with F. Miranda & Co., M. Rosenstein, with Edward Arendt & Sons, D. Kalberman, with J. Lichtenstein & Co., all of New York, Jas. McDonnell, of the Baltimore Leaf Tobacco Co., George Gibson, of Sneeringer & Co., both of Baltimore, Md., and G. L. Marvin, with J. P. Wolf & Co., Dayton, O.

PHILAD'A LEAF MARKET.

The local leaf market during the past week was a little more animated than for several preceding weeks. The new Connecticut has apparently attracted attention from the trade, although no specially important transactions have been reported. Inquiry for binder stock is strong, but the prices seem to retard purchasers.

The general conditions of the market are a little more satisfactory Such filler stock as is needed for immediate use only is finding sale.

Sumatra has been moving fairly well, and inquiries for old goods are becoming stronger. It is expected that as soon as a fair quantity of the new goods have been shown the trade, they will more readily determine on purchases.

In Havana tobacco the price seems to be stiffening up somewhat, and some more active trading has already resulted.

EXPORTS.

Antwerp—Belg. str. "Nederland," 242 hhds. and 124 cases.

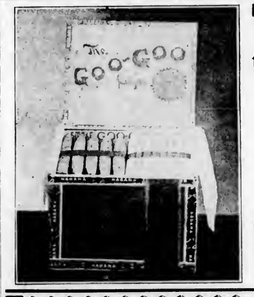
Cuban Tobacco Men Petition the Senate.

A cablegram from the Cigar and Cigarette Manufacturers' Association of Havana was recently received by the U. S. Senate, urging the necessity for a greater reduction of duty on cigars and cigarettes than the 20 per cent. proposed by the House reciprocity bill. They argued that the present import duties are prohibitory, and continue as follows:

"The intended reduction of 20 or 25 per cent. is insignificant. It will be of no benefit to Cuba. The American consumer will not profit thereby, and exportations cannot increase. Other countries which have no moral obligations to Cuba charge considerably less than what we ask for.

"The American industry has acquired such enormous proportions that it needs no longer the present prohibitive protection. Reducing actual duties to $2.50 per pound and abolishing the ad valorem duty, a more than sufficient protection is left for the American cigar industry. England charges only $1.40 and Germany 35 cents per pound.

"The free importation of Porto Rican cigars has not influenced the American production, neither will the importation of Cuban cigars. Our industry represents less than 4 per cent of the American cigar industry. Our exports are less than 1 per cent. of the total production of the United States."



This is the Cigar

that will help you out in 1902.

A 3-cent Cigar

of Superior Quality.

Exclusive territory given.

Write for Sample.

N. W. FREY CIGAR CO.

Lititz, Pa.

THE UNIQUE Creaseless Case Hardened Vertical Top **Cigar Molds**

ARE GUARANTEED TO OUTLAST ALL OTHERS.

Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.

The Sternberg Manufacturing Co.

1702-12 W. Locust St., Davenport, Ia., U. S. A.

—TO THE—

Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size	$3.50 per lb
Second size	3.25 per lb

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " Remedios	.90

All our Havanas are nice, clean goods, and our own importation. Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order. All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,

192 and 194 Milk St.,

Boston, Mass.

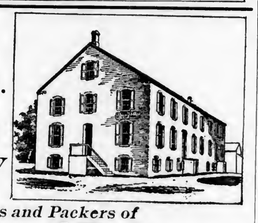
E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN, METAL, MUSLIN, GLASSOID, CELLULOID, ALUMINUM, ENAMELOID, OIL CLOTH, NICKEL, and CARDBOARD of Every Description.

EUREKA SIGN WORKS
—MAKERS—
INDOOR Signs that Advertise OUTDOOR
Factory, 222 and 224 Pearl St.,
W. J. BAILEY, Manager. READING, PA.

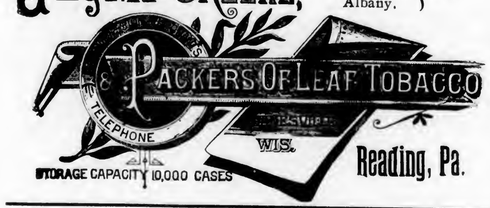
J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. L. & M. F. GREENE,
PACKING HOUSES
Janesville, Milton, Albany, } Wis.



Reading, Pa.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

In the Tobacco Capital of Pennsylvania.

LANCASTER, PA., April 15, 1902

Leaf dealers here as a rule are doing only a moderate business in old goods, while among manufacturers there are a few who speak more encouragingly of trade conditions.

A considerable quantity of the new tobacco is still being received, but buying, with the exception of the agents of the American Tobacco Co., is not general.

Lancaster is one of the few cigar leaf centres that has a tobacco stemmery. The Eagle Stemmery, at 319 East Fulton street, of which M. Michaelis & Co. are the proprietors, is now doing an extensive business in this line, and the firm has a large export trade. The business was established in July, 1901, and in the season operates a force of over a hundred hands. Much of the tobacco is resweated and then stemmed, considerable being booked. Every possible precaution is taken to free all scrap tobacco from dust and sand, making it practically clean, an undoubted advantage to manufacturers of tobacco, who are large purchasers of this stemmed tobacco. Some excellent filler stock for cigars is also obtainable.

The export trade is also of an extensive nature, frequent shipments of from 40 to 60 cases having been made, while a contract for 800 cases has recently been completed. Tobacco has been shipped by them to England, Germany and Australia.

W. H. Leidy, formerly manager of the Merchants Cigar Box Factory, at Dallastown, Pa., is now representing the Otis Lithographing Co., of Cleveland, O., and has just been on a business visit among the trade here.

Gottselig & Boas, are now comfortably fitted in their new factory building on St. Joseph street, and are having a fair run of trade.

Allabach & Hoin is a new firm of cigar manufacturers who have commenced business in a small way in the building lately occupied by Gottselig & Boas., at 757 St. Joseph street.

P. L. Leaman & Co., report March to have been a very fair month with them in the leaf line, about 250 cases being sold in a retail way alone.

B. F. Good is expecting to make a western business trip in a couple of weeks, and may be in Cincinnati at the time of the convention on May 5, 6 and 7.

J. W. Duttenhoffer is now remodeling the Prince street building recently purchased, and when the work is completed will occupy it, in addition to the larger warehouse in the rear of this building.

On Monday morning last M. Silverthau & Co., of New York, commenced manufacturing cigars in a building lately secured by them on South Duke street. An order was received by wire for 20,000 cigars to be shipped from here as soon as they can be made up.

D. E. Salomon, of W. Dittenhoefer & Co., Philadelphia, was on his first visit here last week, since his bad fall at Red Lion, some weeks ago.

A. M. Frankle, of Frankle Bros., Youngstown, O., and a member of the Lankering Cigar Co., Hoboken and Patterson, N. J., was in Lancaster last week, and made arrangements with J. G. Shirk, the manufacturers' agent of this city, to handle his products. Some good business has been assured him.

An adjoured meeting of the Lancaster Leaf Tobacco Board of Trade will be held on Wednesday evening.

HOW IT IS IN YORK.

YORK, PA., April 14, 1902.

While there may be some truth in the reported large purchases made by the American Tobacco Co. in Lancaster county, no such buying has been made in this county. This seems strange, since for actual quality both are about equally good.

Walter Hostetter, the young tobacco man who is connected with The York Standard Leaf Co. has quietly surprised his friends by going into a new business. He still maintains his former connection with the York Standard, but has a happy interest in a "new home" of recent making. The ceremony occurred last Wednesday, and his wife was formerly Miss Lizzie Bear. The circumstance of omitting to send an invitation to his "at home" to the writer does not deter me from extending to Walter and his bride my heartfelt congratulations and good wishes.

We had the pleasure of seeing during the past week a sample of the new shade-grown Sumatra, raised in Connecticut. This tobacco very closely resembles Florida raised Sumatra in appearance and texture, but can readily be distinguished from the genuine leaf, notwithstanding the growers' assertions that this Sumatra would discount the original leaf.

Thomas Waughtel has removed his factory from Emigsville to Red Lion, where he will continue to manufacture cigars.

The busy and jovial salesman of Sutter Bros., Robert Uhler, announces a proposed visit to Cuba in company with a member of the firm, and Havana tobacco buyer Joseph Mendlesohn. The party will leave on Thursday of this week.

Jacob Mayer & Bros. have made several large shipments of cigars to Ohio, Iowa, and Nebraska.

Mr. Wertheimer, of Wertheimer Bros. Baltimore, who has been inducing the local stores to handle their union-made goods, has met with some success.

M. S. Held, from New York city, has been in this city visiting the trade with a line of Porto Rico and Connecticut tobaccos.

The new trolley line from York to Dallastown, and which is soon to be extended to Windsor, has been an impetus to the trade, it is said, and several new cigar and tobacco factories are being projected for that section. All these are to be union factories.

R. D. Zech, of York, who has been a buyer of leaf tobacco for the past thirty-two years in York and Lancaster counties, has again made a shipment from York county of 80,000 pounds of tobacco, this being Mr. Zech's seventeenth car load since February 13. Some of the shipments were for S. L. Johns, shipped to Mountville, and packed by J. H. Gamber, and others were sent to Lancaster firms. Mr. Zech says there will be plenty of tobacco left to buy when straw hats are again comfortable.

The Commonwealth Tobacco Co. with a capital of $500,000, has been incorporated at Jersey City, N. J., by E. F. Patterson, of Plainfield, N. J., and John F. Eagle and Geo. L Wakefield, of New York.

Imports of Cigars and Leaf Tobacco

FROM HAVANA
Per steamers "Havana" and "Morro Castle."

CIGARS	cases
Park & Tilford, New York	50
Acker, Merrall & Condit, New York	31
B. Wasserman, New York	20
G. S. Nicholas, New York	13
Waldorf-Astoria Segar Co., New York	12
G. W. Faber, New York	10
Duncan & Moorhead, Philadelphia	6
S. S. Pierce Co., Boston	6
M. Blaskower & Co., San Francisco	6
Michaelis & Lindeman, New York	4
Grommes & Ulrich, Chicago	3
Sprague, Warner & Co., Chicago	3
M. A. Gunst & Co., San Francisco	3
W. A. Stickney Cigar Co., St. Louis	2
D. Frank & Co., Boston	2
Price Bros., Pittsburg, Pa.	2
Hy. Strauss, Cincinnati	1
R. M. Haan, New York	1
Winecke & Doerr, St. Paul	1
The Weideman Co., Cleveland	1
Total	177
Previously imported	1,937
Imported since Jan. 1, 1902,	2,114

LEAF TOBACCO	bales
Hinsdale Smith & Co., New York	490
Calixto Lopez & Co., New York	411
I. Kaffenburgh & Sons, Boston	288
D. H. Delmonte, New York	217
Dohan & Taitt, Philadelphia	181
Schroeder & Arguimbau, New York	152
J. Bernheim & Son, New York	137
Rothschild, Sons & Co., Chicago	115
Geo. P. Schuster, Milwaukee	65
E. Hoffman & Son, New York	62
American Cigar Co., New York	61
Sartorius & Co., New York	58
Loeb-Nunez Havana Co., Philadelphia	55
J. P. Casteuada & Co., New York	53
W. Steiner & Son, New York	50
Theobald & Oppenheimer, Philada	45
S. Ashner, New York	42
S. G. Ruth, New York	30
Waitt & Bond, Boston	30
L. Friedman & Co., New York	25
A. Pazos & Co., New York	23
A. H. Scoville & Son, New York	23
R. Fernandez, Cleveland	20
M. Alvarez, New York	16
Winecke & Doerr, St. Paul	12
Crump Bros., Chicago	11
Yocum Bros., Reading, Pa.,	9
Havemeyer & Vigelius New York	4
H. G. Vetterlein, Philadelphia	4
Total	2,689
Previously reported	31,773
Imported since Jan. 1, 1902,	34,462

At the second annual meeting of the Janesville (Wis.) League of Tobacco Dealers' Association, held on April 7, the following officers were elected: President, L. B. Carle; Vice President, Sanford Soverhill; Secretary and Treasurer, E. W. Calkins. There is a movement on foot to organize a mutual insurance company among the leaf dealers, with a capital of $200,000, in case the raise made by the insurance companies is maintained.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

Correspondence Solicited,
and if addressed to either office will receive prompt attention.

Visitors to Havana
are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being made of the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, made of the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY" and "J. T." Tobacco.

Trade-Mark Register.

Kassai. 13,646.
For cigarettes. Registered April 9, 1902, at 9 a. m., by J. Sakon, Philadelphia, Pa.

Nickel Cross Cut. 13,647.
For smoking tobacco. Registered April 11, 1902, at 9 a. m., by H. M. Weaver & Son, Philadelphia, Pa.

Old Monmouth. 13,648.
For cigars. Registered April 11, 1902, at 9 a. m., by Enterprise Cigar Co., Trenton, N. J.

The American Hustler. 13,649.
For cigars, cheroots, stogies and tobacco. Registered April 14, 1902, at 9 a. m., by John J. Roth, Reading, Pa.

Hand Over Threes. 13,650.
For cigars, cheroots and cigarettes. Registered April 14, 1902, at 9 a. m., by The Keystone Cheroot Co., Ltd., Hanover, Pa.

Itaba Crooks. 13,651.
For cigars, cheroots and cigarettes. Registered April 14, 1902, at 9 a. m., by The Keystone Cheroot Co., Ltd., Hanover, Pa.

Joseph Reed. 13,652.
For cigars. Registered April 14, 1902, at 9 a. m., by the Enterprise Cigar Co., Trenton, N. J.

REJECTIONS.

"Justice John Marshall," "Stephen A. Donglass," Old Nassau," "Caledonia," "Get There," "Nubbin," "Modern" "American Conqueror," "Capt James Lawrence," "Thistle," "Enterprise," "Fireside," "John Hart," "James Fenimore Cooper," "Davy Crockett," "Edgar Allen Poe."

TRANSFER.

"Nickelsworth" registered December 26, 1901, by J. E. Hertgen, Lancaster, Pa., was transferred to the Wasserman Cigar Co., Altoona, Pa., April 11, 1902.

CORRECTION.

"Cuban Gentlemen Puffs," registered April 2, 1902, by Baer-Sprenkle Co., West Manchester, Pa., should have been "Cuban Gentlemen Buffs."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Joseph P. Fee, Beauvoir, Sieren's Double Run, Havana Canes, Mantell Infantes, Cigarette Infantes, Princess Melrose, Robert P. Getty, Daltana, Lanfield Bros. & Co's Plantations, Arabian Lights, Lord Argyle, Egyptian Lights, P. & T., Positive and True, Rauch-Du-Sir, Peter Paul Rubens, Fluvana, La Illustria, The Lebanonian, Mantellets, Mantelletes, Silent Toast, Infinity, Hermann's Special, Momax, Capt. William Henry Allen, Duke of Lorraine, Pedro de Alvaredo, James Ashton Bayard, Capt. James Biddle, John Armstrong, Johnstone Blakeley, Isaac Chauncey, Leslie Combs, Capt. Charles Stuart, La Puertina, William Henry Drayton, Colonel Jubal A. Early, General William Eaton, Jesse Duncan Elliott, Nathaniel Green, Francis H. Gregory, Colonel R. M. Johnston, Asa Lee Willard, Charles Dickson, La Prima de San Juan, La Casa de Porto Rico, Captains of Industry, Prince of Pilsen, Sweet Clover, Indit, Cybelle, La Hija de Porto Rico, La Lacena, Olympian Games, Osseo, Nawadaha, Onaquaga, Flor de Pla, Senora Palma, Commercial Bond, Industrial Bond, Martessa, U. S. Guarantee, Sordello, Hill Top, Between Smokes, Sylvan Star, Garnet Gem, Greater Richmond, King Constance, Rar-I-Tan, The North Hudson Club, Star Special, Atmosphere, Ben Amir, A. Asti, La Efulgencia, Get Busy, Bucker, Protective, Paymaster, Shinplaster, Fractional Currency, Battle Cry, Western Range, Havana Points, La Cardelina, La Capilla, Shady Lane, Donald MacGregor, Sandy MacPherson, Smokorosa, Oasis, Egyptian Aster, Princess of the Nile, Syrian Princess, Stamford Straight, D. & C. Uniontown, King of all Boroughs, Royal Bob, Yellow Band, Midland Club, Big Push, All Push, Charcoal Club, Hurry Back, The Matthews Not Advertised, Royal Prize, Bertha Nell, Miss Shamrock, Favorite Fives, Paterson's New Post Office, Little Teaser, Oscaret, Killarney, Jolly Fellows, Prince Nico, Silent Pete, Fresh Light, El Nard, Might of Ages, Budding, Worcester Smoke, Worcester Ponies, C. Z. Best, Bunkie, Golden Dream.

A New Bunching Machine.

The Winget Machine Company, of York, Pa., has secured another patent on a long filler cigar bunching machine. The inventor claims that three or four times as much perfect work can be turned out with this invention, with unskilled labor, as by the old methods using skilled labor. The machine weighs but twelve pounds, and will be sold low enough to be within reach of all.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

We don't expect to hear of any sales at present, as the great bulk of the crop is now in the hands of the packers. Soon there will be offered the force-sweated leaf; in fact, some has already found its way into the market, and it will probably be only the minimum prices that will reach our ears. To the uninitiated, it seems strange that our trade papers refrain from giving priees. They seem to do all they can to prevent reports of sales from reaching the growers. It's so different from their former practice. Perhaps it is an improvement, but we fail to see it. Force-sweated leaf has been on sale for several weeks, but in limited supply. The inquiry for it is continuous. It is qulte probable that larger shipments will soon be made, as large quanti-

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty.
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

ties have been and are now being sweated. So a large proportion of the crop will be sold long before the natural sweated leaf can be ready for use.

Our correspondents write:

Wethersfield: "I have to report the following sales here: C. E Adams, S. N. Woodhouse and C. H. Dillings to Griswold of West Hartford, N. B. Adams to Michelson of Tariffville, and James Eagan to Miller of Hartford. Seed beds are being made."

Windsor: "Our farmers are busy preparing for the coming tobacco crop. Large quantities of fertilizers are arriving. New curing barns, as well as additions to old barns, are going forward. Fully 100 acres more will be raised this year than last, aside from that to be grown under shade. Mr. W. H. Filley is to put up a 90 foot warehouse."

Conway: "Harry T. Newhall has finished sorting his crop of tobacco. Out of 10,085 pounds he found some over 800 pounds of leaf more or less pole sweat, about eight per cent., and this was much larger than the average. Probably quite a portion of this might have been by stripping, went into the fillers. So he has 4½ tons of good, nice tobacco. Why didn't others take the same course?"

Granby: "The 1901 crop of tobacco is practically all sold. On every hand preparation is made for a full crop this year. It is said by our best-posted growers that more than 1,000 acres of shade-grown leaf will be planted this year, but this will not interfere with crops that are grown in the open."—American Cultivator.

BALDWINSVILLE, N. Y.

But few sales have been reported during the past week although several of the buyers have been riding. S. D. Green is still in the field and has picked up a few crops. He will receive some of the earlier purchases made for his firm, J. Bunzl & Son, Monday and Tuesday. H. P. Taylor, of Lancaster, representing M. M. Fry, of Lancaster, is here and has been riding with W. H. O'Brien. Some of the purchases made by him will be received on Friday. K. S. Falk, of New York, is again here and has been riding with J. T. Skinner, the local representative of G. Falk & Bro. Some of their recent purchases are being delivered to day. At the American Cigar Co's. warehouse the assorting will be continued for two or three weeks before the purchases made have been handled, and most of the other warehouses will continue until the first of next month.—Gazette.

HOPKINSVILLE, KY.
M. D. Boales.

Breaks are larger, with more variety and some of the good tobaccos showing, which were very nice Bremen and wrappery styles and attracted good attention. While prices were not up to expectations, sales were made privately at higher prices than showed on breaks. I look for larger offerings from now on, as Continental buyers are placing orders. Bulk of crop has been delivered. Loose deliveries are falling off largely. A goodly quantity of soft and doubtful condition Leaf suitable for stemming and working is selling cheap. Spring farm work is backward.

Lugs—Low, 4 to 4¼c; Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c; Fine, 5¾ to 6½c.

Leaf—Low, 5½ to 6c; Com., 6 to 7c; Med., 7 to 8c; Good, 8 to 10; Fine, 10 to 13.

Receipts for the week, 645 hhds; year, 4,825. Sales for the week, 137; year, 487.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 921 hhds.; offerings on the breaks, 185 hhds; sales 125 hhds.

The quality of the breaks showed improvement, some higher grades offering. The market was firm. Holders looking for a better market, offer but sparingly. The bulk of the crop has left the planters' hands and is being prized rapidly; the proportion of lugs is smaller than for many years, which keeps them strong in price.

The water courses are falling rapidly, and are all within their banks.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.00
Good	9.00 to 10.00
Fine	10.50 to 12.00

Professor — Here, young ladies, you observe I have a tobacco plant.

Student—Ah, how very interesting, Professor! How long will it be before the cigars are ripe?

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Reports From Trade Centers.

ALLENTOWN, PA.

Reinach, Thorsch & Co. recently moved their factory from Third and Foundry streets to 811 Maple street and have begun manufacturing at their new place.

The cigar store of S. R. Allenbach, for some years located at 607 Hamilton street, has been removed to 27 North Seventh street.

BALTIMORE.

A fire broke out a short time ago on the third floor of the four-story building at 109 South street, partly occupied by Oblinger Bros. & Co., cigar manufacturers. A timely discovery of the fire by a patrolman enabled the firemen to extinguish the flames before much damage had been done.

The Commercial Manufacturing Co., of Baltimore, was incorporated at Dover, Del., on March 27, to cure leaf tobacco and deal in the same. The capital stock is $100,000, and the incorporators were L. M. Levering, W. C. O'Brien and J. C. Augustus Reicke, all of Baltimore, and Chas. B. Rogers, of Stevenson, Maryland.

The American Tobacco Co. has contracted with a local telephone company to instal its branch telephone service throughout their numerous tobacco factories, which system will connect each of the branches of the company in Baltimore.

CHICAGO.

W. L. Phillips, a former representative of H. N. Martin & Co., at Louisville, has not yet succeeded in getting his matter satisfactorily settled. It is claimed there was a shortage in Phillips' account from July 11, 1900, to September 4, 1901, of $3,954.10, which shortage, is alleged, occurred in one year in Chicago, while Phillips was acting as manager of the Chicago branch of the Louisville firm. While in Chicago Phillips conducted two cigar and tobacco stores, one at 40 River street and the other at 70 Randolph street, under the firm name of W. L. Phillips & Co., his partner being supposed to be Hugh N. Martin, president of H. N. Martin & Co., and that he also furnished the capital. A bond had been issued to Martin & Co. insuring Phillips' fidelity by the United Fidelity & Guarantee Co., of Baltimore. Action has therefore been brought against the Fidelity Company to collect on the bond.

The Locher Cigar Co., with a capital of $5,000, has been incorporated for the purpose of manufacturing and dealing in cigars and tobaccos. The incorporators were Fred. L. Goff, Jas. R. Hastings and Wm. Jones.

George J. Thompson, the industrious label secretary of the Cigarmakers' Union, has discovered a new method employed by manufacturers to get possession of the union label without employing union men. Frank Lopez, 71 Whiting street, and E. Wollock, 477 Halsted street, have been arrested, charged with removing the union labels from empty boxes, changing the factory numbers, and placing them on boxes filled with nonunion cigars. This method is even more effective than the counterfeit label, and deceives many cigarmakers, who cannot remember the number of every factory where union men are employed.

The theft of ten thousand fine Havana cigars from the freight house of the Lake Shore and Michigan Railroad was one of the biggest hauls recently made by vandals in this city. The goods were samples shipped from New York to Sprague, Warner & Co., of Chicago, and their value was placed at $7,000.

CINCINNATI.

John Maley, father of Chas. T. Maley, a well known cigar man in this city, dropped dead at 815 Willow street, Covington, Ky., recently. The cause of his death is supposed to have been heart failure.

A. L. Louden has brought suit against his former partner John M. Markley for an accounting of the business of A. L. Louden & Co., dealers in leaf tobacco, who were in business from 1897 to 1901 inclusive.

CLEVELAND.

The Louis Klein Cigar Co., of Cleveland, was incorporated at Columbus on the 5th inst., with a capital stock of $65,000, by Louis Klein, Joseph J. Klein, D. P. Klein, S. F. Klein and Emil Klein, all of Cleveland.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

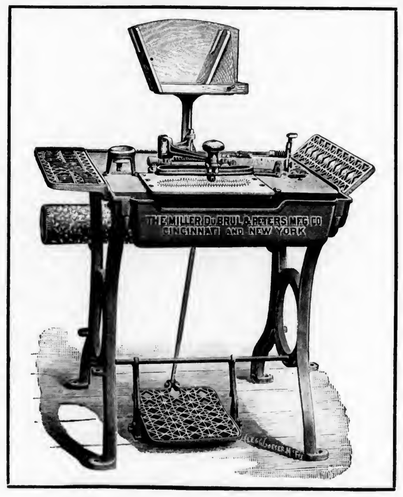
Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

WE WISH YOU WOULD TRY

We have been advertising the DuBrul Dieless Suction Table pretty thoroughly and no doubt you have read some, if not all, of our statements and arguments in regard to it.

You may think you see some objection to this table; you may think there are some reasons why you do not want it, or cannot afford to have it; it may be that in your mind there are some objections to this table, which you think are strong enough to warrant you in rejecting it: it may be that in your opinion that you can point out some reasons why this table is not a necessity to you. We wish you would try. Nobody has succeeded in doing it so far, although some people have tried.



The chief reason why more cigar manufacturers do not keep pace with modern methods and facilities is that they are not fully informed about them.

We want you to be fully informed about the DuBrul Dieless Suction Table.

Probably your opinion of suction tables is already formed, and it is more than possible that you object to it on account of the dies, rollers, and accompanying makeshift mechanism, which have always been so serious a disadvantage. Do not allow this prejudice to influence you against our new table.

We have overcome every difficulty, removed every obstacle and now have a perfect table in every sense of the word.

A little circular knife does the cutting, and does it better than rollers and dies could ever do it. This knife is easily kept sharp and replaced, never needs adjustment. It always gives a good, clean edge to the wrapper. That makes it good for "Clear Havanas." There are no rollers for the wrappers to get mashed by or tangled up with. The rolling is done on a clear open surface without any obstructions, as the cutting mechanism swings up completely out of the way.

The picture of this table gives you a pretty clear idea of it, but if you want to be informed fully upon every detail, write for a copy of our new booklet on this subject. It will make interesting reading for you.

If you want information about the best Die Table, we can give it to you.

We make the best of that kind, too, and you can see both kinds at our offices.

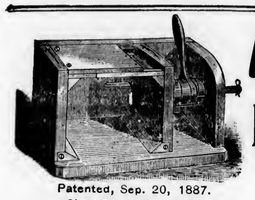
Ask us for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

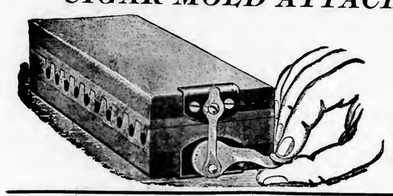
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

COLUMBIA, PA.

Fred. Schlaeger has started a tobacco factory in addition to his cigar factory, and has rented the second floor above his cigar store, Nos. 253 and 255 Locust street, to manufacture chewing and smoking tobacco. The brand is called "Union Eagle." It is plain and sweet, clean and mild. It is the best 5-cent package of the kind for those who use home-made tobacco.

SAN FRANCISCO.

A new branch of Faber & Co., wholesale grocers and cigar dealers, has been opened at the corner of Filmore and Montgomery streets.

A fire broke out some time ago in the cigar store of J. O. Jennings in the Clime building, at the southwest corner of California and Montgomery streets, resulting in an almost complete destruction of the building.

ST. LOUIS.

A. G. Ukman, a cigar dealer, has filed a petition in bankruptcy in the United States District Court, giving his liabilities at $4436.35 and assets at $3211.89.

Jos. Zerr, of St. Charles, Mo., has bought a cigar store at 210 N. 7th street, St. Louis.

TAMPA.

During the first three months of the present year Tampa recorded the shipment of 35,340,000 cigars, which is claimed to be the largest shipment ever made from that place during a similar length of time

Gonzalez, Mora & Co. have sent word to their branch factory at New Orleans that unless the factory there can be resumed at once, preparations would be immediately made to close the factory and ship the stock, etc., to Tampa.

By the removal of Bustillo Bros. & Diaz to its new and larger cigar factory, Fernandez Hermanos y Ca have secured and will take possession of the factory lately occupied by the former firm.

A Santaella & Co. have instituted proceedings against a Chicago party for an infringement upon their "Optimo" brand of cigars. It is alleged that there has been placed upon the market in Chicago a cheap article under the brand of "La Optimo," and that the package and labels resemble their own very closely.

The American Cigar Co. of New York, has had plans prepared for the erection of a three-story brick cigar factory at Tampa, 60 by 200 feet.

The Wood cigar box factory, with its contents, was totally destroyed by fire on the evening of the 4th inst. A large shipment of imported Spanish cedar, recently received, was also consumed The loss is very heavy, but has not yet been estimated. More than two hundred people have been thrown out of employment.

A. V. JOHNSON & CO.

Successors to Houtz, Johnson & Co.

Lincoln, Neb., has several reputable houses engaged in the tobacco industry as manufacturers and jobbers, though she has only one exclusive wholesale cigar house, in the firm of A. V. Johnson & Co., wholesalers of cigars. This company was originally organized as Houtz, Johnson & Co., in 1893, and continued under this name for five years, when Mr. Johnson purchased Mr. Houtz's interest. The style of firm then became A. V. Johnson & Co.

This firm introduced here the New York Specials, a 10 cent cigar, the sales of which have finally increased until to-day the sales of the "New York Specials" are said to be as large as any cigar sold in Nebraska. At the same time they introduced the "Asiona" and "Nicaragua," both 5 cent cigars, distributing 1,000,000 of the "Nicaraguas last year in that state. These two brands are the oldest brands in the state which have any sale of importance and the trade is gradually increasing.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

1,000,000 PER DAY

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.

Dealers in and Manufacturers of

Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,

Packer and Dealer in **Leaf Tobacco**

No. 12 South George Street,

'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of

DOMESTIC and IMPORTED **Leaf Tobacco**

YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

NEWS NOTES.

L. L. Meyer is opening a new cigar store at Grundy Centre, Ia.

Joe Rieter is opening a cigar factory in the Turner Block, Cadillac, Mich.

T. E. Switzer, of Oakwood, has opened a new cigar factory at Continental, O.

John Kuss has opened his cigar factory in the Heisel building on Court street, Pekin, Ill.

J. H. Ingram has commenced the manufacture of cigars in the Arky Building, Meridan, Miss.

Michael Corcoran is preparing to go into the cigar business at Pittston, Pa., in the Corcoran Building.

Frederick Brockway, of Sioux Falls, S. D., has opened a new cigar store in the Lewis Block, Willmar, Minn.

U. O. Stevens, a cigar dealer at Newark, O., is said to have fallen heir to quite a fortune which was left him by an uncle.

Earl D. Ostrom has removed his cigar stand in the Arlington Hotel, Binghamton, N. Y., across the street in the Moon Block.

Wetzler, Sachs & Co., wholesale leaf tobacco dealers at Milwaukee, have leased the premises at 356 East Water street for their business.

H. D. Lee, former Treasurer of the American Tobacco Co., who was succeeded by C. C. Dula, will return this week to his home at Salmia, Kan.

S. Calvin and B Holt have formed a co partnership for the manufacture of cigars, and have opened a factory in the Dougherty building at Chillicothe, Ill.

The Hamilton Cigar Store at Clinton, Ia., will be moved to the Peoples Trust and Savings Bank building shortly, which is being fitted up for it.

Butler & Bosher, of Richmond, Va., have received from the Navy Department a contract for about 200,000 pounds of tobacco for the navy. The price was 47c.

Madison Cigar and Tobacco Co., New York, has been incorporated with capital of $10,000. Directors David Greenbaum, B. W. Frankel, Benjamin Frankel, New York.

Royds & Deasy, carrying on business as agents and cigar merchants on Yates street, Victoria, B. C., have dissolved partnership. Capt. Royds will continue the business.

W. R. Kime's new store, on Main street, Van Wert, O., has been opened. He has a complete line of cigars and tobacco carefully selected for the retail trade, to which he particularly caters.

A. KOHLER & CO.
Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

G. W. McGUIGAN,
Manufacturer of

Hand-Made Cigars:

"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"

Leaders in Five and Ten-cent Goods.
Private Brands to order.

Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known **Crooked Traveler, 2 for 5 Cts.**

Sold through the Jobbing Trade. Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF

American Union CIGARS

(Registered)

We employ no traveling salesmen, but deal directly with the wholesale trade.

East Petersburg, Pa.

Best Workmanship The Lowest Prices

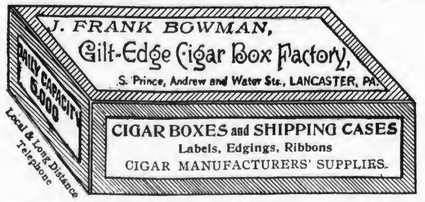
H. W. HEFFENER
Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.



P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*

145 North Market Street,

Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade
Seed & Havana
CIGARS

LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR,
Established 1895

Wholesale Manufacturer of

FINE CIGARS

Red Lion, Pa.

Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

George M. Jacobs, formerly proprietor of the Empire Cigar Co. at Savanna, Mo., is said to have absconded, leaving his business affairs in a very muddled condition.

The retail cigar and tobacco business of Evans Bros. & Balye, at Van Wert, O., has been purchased by Bert Jackson, of Celina, who has already taken charge of the place.

Albert Blair, a prominent resident of Steubenville, Ohio, died on March 31, aged 72. He manufactured tobacco there during the war and had manufactured cigars for 40 years.

W. L. O. Bartlett, the Ellsworth cigar man, has rented the Wilson building on Tenth street, Worthington, Minn., and will move the cigar factory now located at Ellsworth to Worthington.

The Iowa Cigar Co., at West Union, Ia., which has been incorporated and capitalized at $10,000, has commenced the remodeling of a building to be used by it for manufacturing purposes.

Adolph Osterloch, of Washington D. C., is said to be forming a new tobacco manufacturing enterprise for Washington, in which several ambitious young business men of Richmond, Va., are concerned.

A new company for the manufacture of cigars has been formed at Celina, O., The firm is composed of Messrs. Atkinson, Clark and Harlett, and their factory is located on the second floor of the Hemmert building, on West Fayette street.

A petition in involuntary bankruptcy has been filed against Jacob Grossman, of 83 Eldridge street, New York. It is alleged that in February last Grossman transferred his business to Jane Grossman, with intent to deceive and defraud his creditors.

L. Warnick Brown & Co., wholesale tobacconists at 84 Genesee street, Ithaca, N. Y., have given out contracts for a new brick warehouse and offices at 49 and 51 Hotel street. Work is to be commenced at once. The new building will be 43 by 93 feet and four stories high. They have been in business on Genesee street over forty years.

The annual report of the Reynolds Tobacco Company, of Bristol, Tenn., shows that the output of high grade granulated smoking tobacco has increased from 100,000 pounds in 1889 to 1,000,000 pounds for the year ending March 1, 1902, and that net earnings of the last mentioned period were 17 per cent. The company announces a semi-annual dividend of 3 per cent.

El Symphonie cigar store, 310 First avenue, had a grand opening March 29. The business is owned by the C. C. Taft Cigar Company of Des Moines, and they have secured John H. Munholland as manager. The room is handsomely furnished, the fixtures being a credit to the producers, the Williams & Hunting company of that city. Everything in the place is new, with the exception of the same old John Munholland.

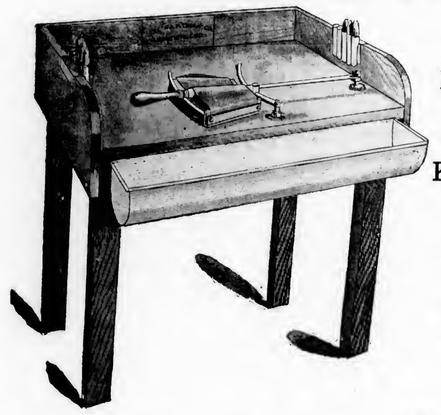
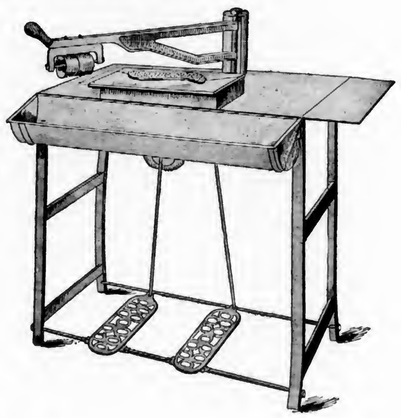
Joseph Michel has retired from the firm of A. G. Jaeger & Co., cigar manufacturers. Dubuque, Ia. Mr. Michel has been connected with the house for the past three years and when the announcement of his resignation was made the young women employed in the cigar department, purchased a set of Dickens' works which they presented to him with their best wishes for his future success. Mr. Michel's resignation took effect on the 1st inst., and he announced that he would engage in business again in the near future.

All because a package of tobacco was sold to a youth of tender years, J. W. Mussetter of Lincoln, Neb., contributed $25 to the school fund. The specific charge filed against Mr. Mussetter was the sale of a package of tobacco and cigarette paper to Herman H. Myers. Mr. Mussetter declared that it appeared that one of the clerks sold the tobacco while he was absent, and he would rather plead guilty than combat the case. Accordingly the fine was levied.

Albert Goldman, of Buffalo, was convicted in special sessions in New York on Monday of selling counterfeit labels of the International Cigarmakers' Union to non-union shops. He was sent to jail for sixty days. President Perkins, of the Union, went to New York from Chicago and appeared in the case as a witness. He said that the sale of the counterfeit labels was costing the union $10,000 a year. A number of convictions of this sort have resulted in fines of $250 being imposed upon the offenders. Justice Hinsdale said that he thought it about time to try imprisonment to see if it would not stop the traffic.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

We are now receiving shipments of
Our **1901** Crop Sumatra
from our plantations in Decatur County, Ga.
The Finest Ever Raised.
A. COHN & CO.
142 Water Street, NEW YORK.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.

Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

Liberman Suction Machine

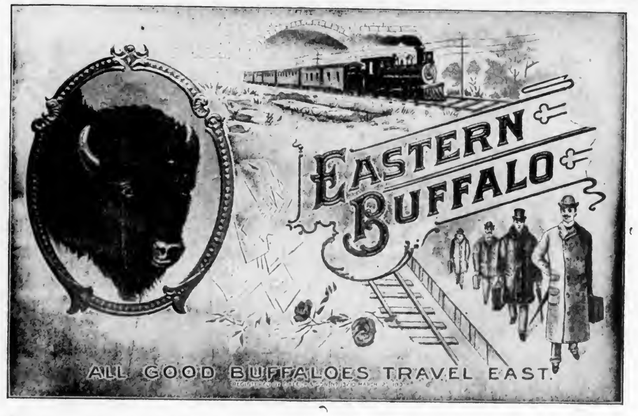
The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.



IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10-cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.

LATE REVENUE DECISIONS.

Cigars Can Not be Advertised on Packages of Tobacco.

A manufacturer, who inquired whether he might label his packages of smoking tobacco so as to advertise certain cigars, which he also manufactures, has been advised that a manufacturer of smoking tobacco may use labels on his statutory packages which advertise other special brands of smoking tobacco which he also manufactures, but that any label intended to be used by him for advertising cigars or other merchandise will be prohibited, under the last paragraph of section 10 of the act of July 24, 1897, and the Regulations, No. 8, Supplement No. 2.

Manufacture of Tobacco in State Institutions.

The managers of certain State institutions recently inquired whether they would be allowed to manufacture chewing and smoking tobacco at the State's prison for the use of prisoners, and also for the use of six other State hospitals, asylums, etc., located at as many different places in the State, the manufacture to be carried on without Government supervision or payment of tax. were advised that the managers of a number of State prisons manufacture within the prison premises chewing and smoking tobacco for the exclusive use of the inmates confined therein, free from Government supervision and without payment of tax imposed upon manufactured tobacco products, which condition has prevailed for a number of years without interruption, but a taxable tobacco product manufactured at a State's prison can not lawfully be removed from the prison premises for delivery to the managers of other State institutions for the use of the inmates confined therein, unless such manufactured taxable tobacco products have been properly packed, labeled and stamped by a qualified manufacturer of tobacco.

Rolls of Tobacco—New Style of Cigars.

A firm recently submitted to the Commissioner two samples of what they called cigars, but which were really rolls of tobacco depressed in the center, making two cigars attached, and he decided that in no sense could such rolls of tobacco be classed as single cigars, but that each roll must be classed as two cigars; that if cigars are manufactured in this manner they must be put up in boxes containing 12, 13, 25, 50, 100, 200, 250 or 500 cigars each; that for each roll of tobacco similar to the samples there must be paid a tax on two cigars, or a tax on 100 cigars for each 50 such rolls of tobacco placed in each box; and for every such roll of tobacco manufactured the manufacturer thereof would be required to account on his monthly return, Form 72, and on his Book 73 for two cigars instead of one roll of tobacco. Attention was called to the fact that the larger sample roll of tobacco would weigh 19 or 20 pounds per thousand, which would be outside the limitation of weight of cigars requiring that at least 1,000 cigars shall be reported for every 25 pounds of unstemmed leaf tobacco used; and that if such rolls of tobacco should be made and reported as one cigar, a deficiency would appear in the accounts of the manufacturer, as the average number of cigars of such character would not correspond to the average number of pounds of tobacco used in manufacturing cigars of the larger class. The Commissioner disapproved of cigars being manufactured which would be in any respect similar to the samples submitted.

Shipments to the Philippines of Articles Subject to Internal Revenue Tax.

The Commissioner of Internal Revenue has advised collectors and others concerned as follows:

Section 6 of the act entitled "An act temporarily to provide revenue for the Philippine Islands, and for other purposes," approved March 8, 1902, provides—

* * * That all articles subject under the laws of the United States to internal revenue tax, or on which the internal revenue tax has been paid, and which may under existing laws and regulations be exported to a foreign country without the payment of such tax, or with benefit of drawback, as the case may be, may also be shipped to the Philippine Islands with like privilege, under such regulations and the filing of such bonds, bills of lading, and other security as the Commissioner of Internal Revenue may, with the approval of the Secretary of the Treasury, prescribe. * * *

Under the authority conferred by the above quoted provisions of law, the existing regulations governing the exportation to foreign countries of articles subject to internal revenue tax, or on which such tax has been paid, are hereby extended and made applicable to like articles shipped from the United States to the Philippine Islands, in bond or with benefit of drawback. In such cases however, where a foreign landing certificate is required by regulations to be furnished by the exporter, the certificate of the collector of the islands, as to the landing of the articles and payment of the duties thereon, will be accepted in lieu of the prescribed "certificate of the foreign revenue officer" and the "consular verification of the consignee's certificate."

LEATHER GOODS
Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**
We manufacture a large and exclusive line, and will submit samples and prices when requested.
Epstein & Kowarsky,
MANUFACTURERS OF
Advertising Novelties,
351 Broadway, **New York.**

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.
IF YOU WANT Promptly **CIGAR BOXES**
Place Your Orders with
The Lancaster Cigar Box Co.
515-17-19-21 Cherry St., **Lancaster, Pa.**
Agents for "Havanarine."

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED.
Le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

TRADE will Follow

the introduction of the

High Grade Seed and Havana **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER.

"AN HONEST TALE Speeds Best, being Plainly Told."

1st—Do you need Cigars—Quality and Price Right?"
2d—We can supply your wants to your satisfaction.

CHIEF RABBAN WYOMING ELK **10c.** LADY MAR MEASURE FOR MEASURE **5c.**

Any Grade You Want, for the Asking.

Penn Cigar Company,

Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—
No. 931—A, Millersville.
No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade CIGARS.

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,

Hellam, Pa.

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. **COLUMBIA, PA.**

LITHOGRAPHING — METAL EMBOSSED LABELS — METAL PRINTED LABELS

H. J. Heischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS — ENGRAVING — EMBOSSING

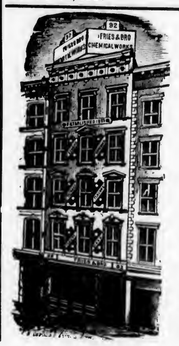
M. H. Clark & Bro.

Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.



ALBERT FRIES HAROLD H. FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855.

Please write for them.

Guaranteed to be the Strongest, Cheapest, and Best.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.

IMPORTER OF CIGARS & CIGARETTES, PIPES, SMOKERS' ARTICLES, &c.

DEALER IN LEAF TOBACCO

40 W. Orange St. *Lancaster, Pa.*

Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what **LEAF TOBACCO MEN** want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

John U. Fehr,

PACKER OF AND DEALER IN **LEAF TOBACCOS**

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,

Importer and Mfr. of

Arabi Pasha

CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck"

NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila

Bege Bros., Manufacturers of **Cigars**

No. 4353 Main Street,
MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

BUSINESS CHANGES, FIRES, Etc.

California—Pomona—W. H. Patterson, cigars; succeeded by R. Whelan.

Connecticut—Derby—J. A. Butler, cigars; bill of sale, $1,150.

Hartford—A. Hoffman, manufacturer and dealer in cigars; sold out.

Florida—Jacksonville—Claude C. Jones, cigars; chattel mortgage, $475; purchase.

Idaho—Montpelier—C. N. Sweet, cigars, etc., sold out.

Illinois—Metropolis—W. F. Heideman, cigars; succeeded by G. A. Davis.

Pecatonica—J. W. Segar, cigars; succeeded by T. F. Comstock.

Maine—Smyrna Mills—Herbert J. Anderson, cigars; mtge. real estate $3,685.

Maryland—Baltimore—Bernard Faistenhamer, cigars and tobacco; dead.
——Benj. L. Frey, of B. L Frey & Bro., manufacturers of cigars and dealer in tobacco; dead.

Massachusetts—North Brookfield—H. K. Davis, cigars; tobacco, etc.; discontinued business.

Missouri—St. Louis—J. Handschiegel, Sr., cigars; bill of sale $400.

Nebraska—Omaha — Continental Cigar Co., sold out retail department to Capel & Johnson.

New Jersey—Lambertville—John W. Opel, cigars; discontinued business

New York—New York city—Rudolph Holman, of John W. Merriam & Co., cigar manufacturers, dead.

Rochester—Ida E. Ulrich, cigars; bill of sale $200.

Syracuse—Central City Leaf Tobacco Co., dissolved. C. R. Jackson & Co., cigar manufacturers, dissolved.

Ohio—Dayton—H. H. Hanna, of Hanna Bros., cigar brokers; dead.

Toledo — F. C. Gumpper, cigars; chattel mortgage $250.

Pennsylvania—Lehighton—A. F. Diefenderfer, cigar manufacturer; judgments $724.

Montrose—D. M. Gardner, cigars; judgment $298.

Reading — John H. Riegel, cigar manufacturer and leaf tobacco; satisfied mortgage $3,500.

Texas—Corsicana — El Navarro Cigar Mfg. Co. (not inc.) manufacturers; discontinuing business.

Utah—Eureka—Pickerel & McGann, cigar manufacturers; moved to Mount Pleasant.

PATENTS RELATING TO TOBACCO.

697,245 Match safe; Gustave Greenland, Braddock, Pa.

696,966 Tobacco-stemming rolls; Jos. G. Havens, Trenton, N. J.

696,967 Tobacco-stemming rolls; Jos. G. Havens, Trenton, N. J.

Incorporation articles were filed in the office of the Secretary of State at Louisville, Ky., on the 3d inst., by The Pegram Tobacco Company of Mayfield, with $50,000 capital stock. S. J. Pegram, Geo. W. Ligon and H. S. Hale are the incorporators.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY.

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—8½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price-Lists on Application.

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

OF

PENNSYLVANIA and HAVANA SEED of the 1900 Crop

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere

Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 17. | PHILADELPHIA, APRIL 23, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

Are You in the Market

for

ZIMMER SPANISH?

If so,

You Cannot Do Better

than to

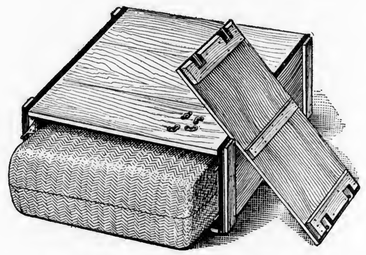
Look at Samples of Our Packing.

The Goods are Fine, and Our Price Reasonable.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.



We beg to call the attention of the trade to our purchases of

Sumatra Tobacco

at the ***First and Second Inscriptions, consisting of***

Paya Yambu | Lankat | St. Cyr | Deli |
Deli My | N O | J. H. M. | Deli |
Deli Tab My | A |

Samples are now ready for inspection.

We also call attention to our recent importations of

Havana Tobacco

consisting of several choice lots of

First and Second Capaduras, 1900 and 1901 Crop;
also, Vuelta, Semi Vuelta and Partido Tobaccos,

containing some Very Fine Wrappers.

Laverge & Schneider,

2 Burling Slip, New York.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XVII.—The Plea of the Creature We Call Tobacco.

By M. F. SCHNEIDER, of Laverge & Schneider.

There was a faint squeak as the old gentleman pried open his box of fresh cigars, but he paid no attention to it. He was intent only upon lighting his cigar, but, presently, as he reclined luxuriously in his easy chair and watched the clouds of smoke fill the room with the blue haze which he loved so well, he seemed to hear that squeak again.

"Mice," he muttered. He shuddered slightly with disgust as he thought of the presence of the vermin in his rich apartment, and then gave himself up once more to his cigar.

The next interruption occurred a few moments afterward and addressed itself to his eyes instead of to his ears. There seemed to be another presence in the room, dimly discernible through the smoke. Not a hostile presence, but merely a strange and mysterious one. It was innocent of drapery, and its contours were those of a woman. There was a mild light in her eyes; her lips were smiling, and she seemed to hover on wings that moved ever so gently upon the very smoke which the old gentleman was sending out of his mouth.

He laid down his cigar upon the table by his side, and then rubbed his eyes and sat up straight, just as people in story books are always said to do when apparitions are about. But this was no apparition, nor any other uncanny thing. It was the friendliest of visitors, and it made itself known to the old gentleman as that spirit which throughout his long life had been always staunch and loyal.

"I am," it said, "the creature whom mortals call tobacco, and I come to every man who truly loves me at least once in his lifetime, to make him feel, as you are feeling now, that a sane devotion to me is the expression and the exercise of sound discretion and good sense."

"Dear spirit," answered the old gentleman, "I have sometimes doubted if you are indeed such a friend as a judicious man may always cherish. I am old now, eighty years, in fact, yet I can distinctly recall how very ill I was when as a boy I first tasted your kisses."

MR. M. F. SCHNEIDER.

"Out upon you, ingrate," answered the spirit. "I am not mother's milk. I am a potent essence, a citadel to be stormed and won. I am the test of virility. Why did you pursue me farther? Had I been in truth baneful where would now be those roses which still linger on your cheek? Winter roses they are, but nevertheless roses."

"I grant you the roses, for I am very proud of them, and I have no reproaches for those stomachic qualms of my boyhood, but, oh, the hours I have squandered at your shrine that might so easily have been better employed," and the old gentleman sighed.

"Ingrate, again," retorted the spirit. "How could moments which in your long retrospect you rightly count by the million have been more wisely spent? In poring over books? Where then would be the sparkle which still heightens the flash of your eye? In scheming to get more wealth? Ah, it is sallow and heavily lined that your cheeks would be now had that been all your care! In love? Surely, your lips have been chaste and your reward is long life and an easy conscience. In revel and in wine? Ah, had those been your tastes the headstone on your grave would have tottered over two score of years ago! I should have come to you before they bore you to the churchyard, but you would not have cared nor even heard. It is not to all that I come as I come to you to-night, to comfort, and to cheer with my own voice and with sight of my own physical outlines."

"Why come to me at all?" asked the old gentleman, who was perhaps just a trifle prosaic, and a little cross.

"Perhaps, because I have been sent," answered the spirit, "for I obey a higher Intelligence than my own. Perhaps from a freakish humor. Perhaps, oh, perhaps for any perhaps. At all events I am here, and you do not seem to be particularly pleased," and the spirit pouted like the very woman that she was. "Any perhaps will answer," responded the old gentleman in a tone more courteous than he had last employed. "Since you are here, you might tell me some details of yourself. For instance, 'whence and what art thou,' as the Miltonian line has it?"

"I am," answered the spirit, "a halo and a miasm; an impalpable Puissance. As a weed I am contemptible; as a creation of the commercial genius of mankind I am a marvel of wealth producers. I am a savage by birth, and yet a sovereign in every civilized land. I pave the way for mightier forces than my wild red forefathers ever dreamed of. I am a poison, rank and noxious, yet of a beneficence gentler than dew. I am a conqueror and a slave. In short, I am the Great Contradiction. I have been poisoning you who sit erect before me for seventy years past, and yet your brain is clear and the blood in your aged veins flows vigorously, and—and this is my final word—if you continue to be a good boy I'll keep you alive until you are one hundred and eleven, and then I'll put it into the heads of your friends to tell the reporters who will come to see you on that birthday that you have been a smoker for just one hundred and one years."

"Yes," grumbled the old gentleman, "and then those little cheap wits will go round writing about how old I might be if I'd never smoked at all."

But the spirit had vanished, and the old gentleman went to bed.

—

Next Week—Chapter XVIII:—"By a Fountain in Cairo," by John W. Surbrug, of the Surbrug Co.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S **LEWIS BREMER'S SONS**

IMPORTERS OF **Havana and Sumatra** and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA — IMPORTERS & PACKERS OF — SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO — HAVANA

K. STRAUS A. LOEB

122 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH IMPORTED HABANA & SUMATRA DEALER IN LEAF TOBACCO 1642-44 N. ELEVENTA ST. PHILADELPHIA. REGISTERED.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The States from the Cigar Man's Point of View.

XXXVI.

MINNESOTA.

From the point of view of the cigar man, Minnesota is the bright particular star of the Northwest. The wealth of the state is enormous; its industries varied and productive; its people enterprising; its newspapers and theatres excellent, and its cities numerous and healthful. Besides, it has a large number of summer resorts, which attract wealthy visitors from the south and from the middle west.

The development of Minnesota, from the earliest days, has been steady, and has been characterized by a sanity which was not always conspicuous in the case of some of her sister western states. Most of the people of Minnesota live on "Easy street," and appreciate good cigars next to good bread, and take care to have plenty of both, with all the concomitants that come in between. The two great centers of the cigar jobbing interest of Minnesota are, of course, St. Paul and Minneapolis. The exigencies of type require that one of these two cities should here be mentioned before the other, but The Tobacco World sincerely hopes that Minneapolis will not take umbrage because in the sentence which precedes this her rival was mentioned before she was. The Tobacco World is also aware that the cigar jobbers of Minneapolis and the cigar jobbers of St. Paul progress in lines that are exactly parallel. The biggest jobber in St. Paul does, to a penny, as big a business as the cigar jobber of Minneapolis and so on down the entire line. It couldn't be otherwise, because the civic pride of their respective customers takes care that this equilibrium shall never for an instant be disturbed.

The wholesale trade of Minnesota draws vastly upon the producing facilities of the great manufacturers of New York and Pennsylvania, and there are besides a number of very prosperous cigar factories, not of the first magnitude, it is true, as magnitude in cigar manufacturing is understood in the east, but still of very respectable size, of great popularity at home, and with a patronage that is remunerative as well as appreciative.

Cigars are largely advertised in the newspapers of Minnesota and in other ways throughout the state, and those who do the advertising say that the returns indicate a very general interest in cigars as well as a clear understanding of merit in that article of merchandise.

The cigar and tobacco trade in Minnesota has a very respectable organ of its own, which is creditably conducted, and which appears to be prosperous. It would be an excellent thing, in the opinion of The Tobacco World, if every populous state in the Union had its own tobacco paper, because then the consumers as well as those who buy and sell cigars in a wholesale way would take a deeper interest in trade questions and in trade polity than they do now. In that event, Congress wouldn't monkey with the deepest concerns of the trade in the reckless manner which has been the fashion at Washington ever since 1860.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

FOR RENT.—Cigar Factory, located at Sellersville, Pa. Seating capacity, 300 cigar makers.
Address FACTORY, Box 138, 1-15 Care of The Tobacco World, Phila.

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

CIGAR STORE; good corner, established trade, mostly 5 and 10c goods, receipts running nicely, for sale very reasonably. Address DEALER, Box 127, Care of The Tobacco World. 4-9-4

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

FOR EXCHANGE! Cash for cigars; 100,000 per month; all grades used. Parties desiring to sell please submit prices. If samples are sent by express, send at our expense. Address, WALKER BROS. & Co., Kalamazoo, Mich. 4-23-1t

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.

BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL,

B. Liberman, **242 North Third Street, Philadelphia.**

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF **Sumatra and Havana,** Dealer in all kinds of **Seed Leaf**

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

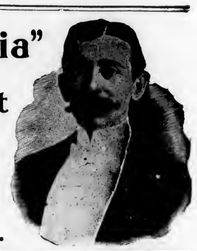
GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.



Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St.
Philada.

HENRY M. WEAVER & SON,
Manufacturers of **Cigar Manufacturers,**
"Americanos" Cigars and **Sixth & Race Sts.**
Weaver's Original Havana Shorts, Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
You Need Them. We Make and Sell. We Rent them at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to **THE UNIQUE CIGAR MACHINE CO.,** Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.
Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.
Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 23, 1902.

NOTWITHSTANDING the memorial which was sent to Congress last week by the Merchants' Association of New York, which is a large and influential body, there is every indication that the opposition to the bill in its present form is weakening, making its early passage more certain. The New York Merchants' Association favored a reduction to Cuba of not less than 40 per cent on existing tariffs. They also sent out 300 000 copies of the resolution, asking persons interested to appeal to Congress for quick action.

MEMBERS of the trade have received from Secretary Staun, of the Cincinnati Seed Leaf Tobacco Board of Trade, invitations to the National Convention to be held in that city May 5—7, with a ticket to the banquet which is to follow the closing of the convention sessions.

The Establishment of Geo. A. Hain, York, Pa.

The accompanying illustration is from a photograph taken of the interior of the Diamond Store of Geo. A. Hain, 7 West Market street, York, Pa., which although opened only about two years ago, has become a popular rendezvous of the elite cigar patrons of York. The establishment, which is of excellent dimensions, has been exquisitely fitted out with the most modern type of fixtures, including counter and wall show cases. As will be seen in the cut, in the rear of the store is a billiard parlor, under which is a cosily furnished smoking room. The wall and ceiling decorations are in harmony with the fixtures, and the floor is covered with linoleum.

A great pride is taken by Mr. Hain in window displays, consisting of regular and frequent changes, in connection with which he usually uses some design in electrical arrangements, such as pyramids of miniature colored incandescents, etc Over the sidewalk in front of the establishment also hangs a beautiful electric sign inviting patrons to the Diamond Store.

Perhaps no other store in the city of York carries a larger line of high grade imported and domestic clear Havana cigars, as well as an extensive stock of seed and Havana and other goods covering all the popular brands on the market, which are made either by local manufacturers or by Philadelphia or New York firms.

When last visited by the writer a special display was being made of the "Cuban Gentlemen," a five cent leader of the Baer-Sprenkle Co., of West Manchester, Pa., upon which brand an extensive trade has been built up. The products of nearly all the local manufacturers, such as Celestino Costello & Co., Warren Beck & Bro, George A. Kohler & Co., La Buta Cigar Co. and others are carried.

Lately Mr. Hain has also been doing a nice jobbing trade in cigars, having been formerly in that line exclusively. The store is advantageously located, being in close proximity to the three principal hotels, near the Centre Square, and upon York's most prominent thoroughfare. The building is a new one, and attractive outside as well as inside.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 **Office, 183 Water St.**
Amsterdam, Holland. NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

The Tobacco Trade Directory and Ready Reference for 1902
Price, $1.10 by Mail.
Address The Tobacco World Publishing Co.
224 Arch Street, Philadelphia. *11 Burling Slip, New York*

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN

HEARKEN, PALE FACES!

I am the Medicine Man of whom the books are full. I am the first of the slaves of the creature we call tobacco, and you shall be my auditors.

I have come back from the land of shadows to survey what were once the earthly hunting grounds of my people. Whatever pertains to tobacco pertains to me, and The Tobacco World shall be my bulletin. In its columns I shall discourse to you, in a spirit informed with good sense and animated by good will towards all among you, on such topics as shall from time to time appear to me to be timely and pertinent.

The United States has been called one vast university. The teachers of its people are the newspapers, and in this university I shall occupy the Chair of Tobacco.

I invite you to address me on any subject concerned with tobacco and I shall thereupon endeavor to make your communication, whatsoever it may be, the theme of a discourse whose aim shall be to interest not only one but all of you.

Address all such letters thus: "The Medicine Man, Bureau of The Tobacco World, 11 Burling Slip, New York."

No attention will be paid to anonymous communications.

The following is in answer to a communication from Mr. Edward Atkinson, of Boston, Mass.:

THE NATION'S TOBACCO BILL.

We Spend $457,508,000 Every Year for Cigars, Cigarettes, Smoking and Chewing Tobacco and Snuff.

All told there are in the United States at least one million places in which tobacco, in some one of its manufactured forms, is sold at retail. This includes all the retail tobacco shops, properly so called, all the bar rooms, restaurants, hotels, drug stores, barber shops, retail groceries, candy stands, news stands, fruit stands, country "general stores," department stores in the larger cities, the regular and excursion lines of steamers, all dining cars on trains, all ocean passenger steamships, stands at picnics, in short every description of place which, in one manner or another, depends upon the sale of tobacco at retail for the whole or part of its income.

Every estimate of the per capita consumption of tobacco in the United States heretofore made appears to be absurdly low, when we reflect upon the fact stated in the preceding paragraph.

The latest estimate is that of Dr. Gustav Lewinstein, editor of the "Deutsche Tabak Zeitung," who, in 1897, computed it at only $1.05.

The United States manufactures each year about 200,000,000 pounds of chewing tobacco, the average retail price of which, according to the estimate of one of the fiscal officers of the Continental Tobacco Company, is 50 cents; about 100,000,000 pounds of smoking tobacco, the average retail price of which, according to the same authority, is 45 cents, and about 18,000,000 pounds of snuff, the average retail price of which, according to an officer of the American Snuff Co., is 50 cents.

This gives, accordingly, $154,000,000 as the total retail selling price of all the chewing and smoking tobacco and snuff manufactured in the United States each year.

Our annual production of cigarettes, including all kinds that are wrapped with paper, is about 3,250,000,000. Cigarettes go to the consumer, almost uniformly, in packages of ten, so that here we have 325,000,000 packages. Cigarettes retail at from 2½ cents for 10, for the cheaper grades retail at 5 cents for 20, to 25 cents for 10. Imported cigarettes, about 6,000,000 in number, retail at from 25 to 45 cents. An officer of the American Tobacco Company estimates that the average retail price of all of the cigarettes sold in this country is 5½ cents for each package of 10; so that for the 325,600,000 packages of cigarettes, a total of $17,908,000 is realized.

The total annual consumption of "little cigars," i. e. cigars made wholly of tobacco, and open at both ends like cigarettes, is about 800,000,000. These also go to the consumer in packages of 10, and retail at from 5 to 15 cents. A fair average would be 7 cents, so that for the 800,000,000 we have a total of $5,600,000.

The most common tobacco article sold in this country is the cigar. The people of the United States smoke more cigars than the rest of the world put together. We import only about 37,000,000, and these come exclusively from Cuba, for Porto Rico is no longer a foreign territory, and the Philippines are only just beginning to send us their cigars. We export annually only about 500,000. We manufactured in the United States during the fiscal year ended June 30, 1901, 6,176,596,421 cigars, and the Internal Revenue Department classes every manufactured roll of tobacco weighing over 3 pounds to the thousand as a cigar, and levies an internal revenue tax of $3 per thousand on all alike. Inasmuch as the production of cigars has increased, during the last three years of prosperity, at the rate of about 16 per cent., the production for the fiscal year ending June 30, 1902, which is close upon us, will be in round numbers 7,000,000,000. To estimate what proportion of this vast number is the so-called 10 cent cigar of the retail shops, what proportion the nickel cigar of commerce, what proportion cigars retailing at 2 for 5 cents, what proportion cheroots and stogies, retailing at 3 for 5 cents, and what proportion the larger sizes of "little cigars," weighing over 3 pounds to the thousand and retailing at an average of 15 cents for packages of 10, is a very difficult and interesting problem. One thing seems certain, namely, that at least 60 per cent. of the whole 7,000,000,000 are nickel cigars, the average retail price of which—and in this estimate are included, for the sake of convenience, all cigars retailing at 3 for 10 cents—is 4 cents, so that from this consumption is realized a total of $168,000,000.

The total consumption of cheroots and stogies, retailing at 3 for 5 cents is, according to the best estimates obtainable, about 1,200,000,000. From this source, therefore, the retail trade realizes a total of $20,000,000.

The estimated annual consumption of cigars retailing 2 for 5 cents is 300,000,000, in all, $7,500,000.

Of "little cigars," weighing over 3 pounds per thousand, the annual consumption is about 300,000,000. We have, therefore, 30,000,000 of packages of ten retailing at an average of 15 cents, or a total of $4,500,000.

All things considered, it is fair to assume that no less than 1,000,000,000 so-called ten cent cigars are consumed in the United States every year. Mr. Sol. Rosener, of the Havana-American Company, estimates it at only 750,000,000, dividing it into 250,000,000 so-called clear Havana cigars and 500,000,000 so-called "seed and Havana" i. e. cigars having a filler of Havana tobacco and a wrapper of Sumatra or fine domestic leaf, but in this estimate Mr. Rosener differs from every other authority to whom this question of the total annual consumption in the United States of ten cent cigars has been put. Some of those who disagree with Mr. Rosener give it as their opinion that fully 25 per cent. of all the cigars made in the United States are ten cent cigars. The estimate of 1,000,000,000 is probably correct, and in this estimate we include the 37,000,000 cigars imported from Cuba. Striking the balance, after allowing for all variations and vagaries of price, an average of 8 cents at retail for each of these 1,000,000,000 cigars may be considered as being just.

We expend, therefore:

For chewing tobacco,	$100,000,000
For smoking tobacco,	45,000,000
For snuff,	9,000,000
For cigarettes,	17,908,000
For "little cigars" weighing less than 3 lbs. per 1000	5,600,000
For 5 cent cigars,	168,000,000
For cheroots and stogies,	20,000,000
For cigars retailing at 2 for 5 cents,	7,500,000
For "little cigars" weighing over 3 pounds per 1000	4,500,000
For 10 cent cigars,	80,000,000
Total,	$457,508,000

A per capita consumption, according to the census of 1900, of about $6.13, which is not excessive. It must be borne in mind that every person who uses tobacco in any of its forms uses it with a liberal indulgence. Almighty few of them are moderate users.

The foregoing estimate gives a total retail business of $457.50 annually to each of the 1,000,000 people who retail tobacco. Their net profit is about 25 per cent. or $114.37 for each of them, which is reasonable. THE MEDICINE MAN.

Railroad Accidents and Tobacco.

The N. Y. Commercial Advertiser is responsible for the following:

"Have you noticed the queer connection between tobacco and railroad accidents?" said a man to-day in talking about a recent collision. "In the Park Avenue tunnel wreck two of my friends were saved by the fact that they smoked, and another man lost his life because he refused an invitation to go forward to the smoking car and puff at a cigar. One of my friends wanted to smoke and went forward instead of taking his usual place in the rear car. A second friend left his pipe in the station, and just as he was about to go into the last car, went back for it, and missed the train. The other man did not go forward, although invited to do so, and was killed while his companion who did smoke was unhurt.

"But it goes beyond this. A friend of mine, who was in the wreck near Lyons, N. Y., last summer, failed to meet his wife at a way station, and so went into the smoker instead of the only other car. Every one in that car was killed. The smoker was unhurt. Witness again the New Jersey tunnel wreck, where the persons in the smoker were unhurt, although the car turned over. Now, of course, these things are coincidences. They prove nothing, but they are becoming so frequent among my acquaintances that it gives me a certain superstitious feeling of cause and effect. It is an unwarranted conclusion, and it's uncanny."

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO

REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

The Third Inscription.

At the inscription in Amsterdam on April 18, the third of the season of 1902, the bidding was very active. The Americans bought altogether about 4,500 bales, the largest individual purchasers being the firm of A. Cohn & Co., who secured the entire parcel, 715 bales, of Amst. Deli Co. V, the entire parcel, 445 bales, Amst. Deli Co. A; the entire parcel, 633 bales, L P C Padang Tjermin; the entire parcel, about 650 bales, N A T M F, and selections out of the P T M Deli, out of which entire purchase about 1,700 bales are for the firm's American trade.

E. Rosenwald & Bro. secured 750 bales, the marks being S M Sumatra A, Franco Deli B, Sakoeda Lankat, Amst. Deli Co. S B, and Paya Jambu Lankat.

H. Duys, Jr., purchased 300 bales, 200 bales Deli My. L. M; 60 bales N A T M S K, concerning which the firm is advised that this is an exceptionally fine lot. Mr. Duys' remaining 50 bales are of different marks.

E. Spingarn & Co. purchased 400 bales, namely the entire lot of L P C P, and the American marks out of the S S T Y B.

Laverge & Schneider secured 50 bales, first lengths out of various marks.

Sutter Bros. purchased altogether 350 bales.

S. Rothschild & Bro. secured 140 bales Franco Deli and 70 bales Senembah My S P, Deli My C, and S M Sumatra A.

The American Cigar Company purchased 1,000 bales L P C Doelan Moelan.

S. Rossin & Sons secured 100 bales Paya Jambu.

Leopold Loeb & Co. secured 600 bales Deli My. L.

L. Schmid & Co. purchased the entire parcel, 770 bales, Deli My. C; the entire parcel, 200 bales, J H Deli C; the entire parcel, 100 bales, A S C M Deli, and the entire parcel, 178 bales, Deli Plantage—1,248 bales in all, out of which the suitable marks will be sent to America.

Joseph Hirsch & Son purchased 175 bales, the marks being Sakoeda Lankat, T M R Deli and A S C M A.

F. & E. Cranz secured 150 bales, among them being the Deli Ba My, T L's.

New York's Candidate.

The New York delegation to the National Convention which meets in Cincinnati on May 5, having been instructed to work for the election of a New York man to the Presidency of the National Board, have been busy during the past ten days in finding a man who is willing to stand for the election. The men who have been most frequently urged to run are Sigmund Rosenwald, Jacob F. Cullman, Charles Fox, A. Bijur and Walter Beer, but each has shaken his head very negatively whenever the matter has been broached to him. Each has pleaded that his own business takes up every moment of his time, and it is possible after all that New York's candidate at Cincinnati will be a dark horse.

Germany's Bogus Havanas.

Advices received in the United States from Amsterdam are to the effect that Germany is this year paying for Sumatra at the inscriptions prices away beyond her own record.

For the past three or four years the German trade has been buying at the inscriptions most of the greenish-yellow lustreless leaf offered in Amsterdam and Rotterdam. So great is the demand for this peculiar leaf that at the second inscription the price for fine lots was run up to 7 guilders, or $2.80.

Germany uses this leaf to wrap the cigars which go to its own smokers as bogus Havanas. The laws of the German Empire impose severe penalties for misrepresentations of merchandise in advertisements, and throughout Germany one sees advertised what in German are called "unechte importirte cigarren," in English "bogus Havanas." The correct description of these cigars in the advertisements does not harm their sale in the slightest degree. Everybody knows what he is buying and is content.

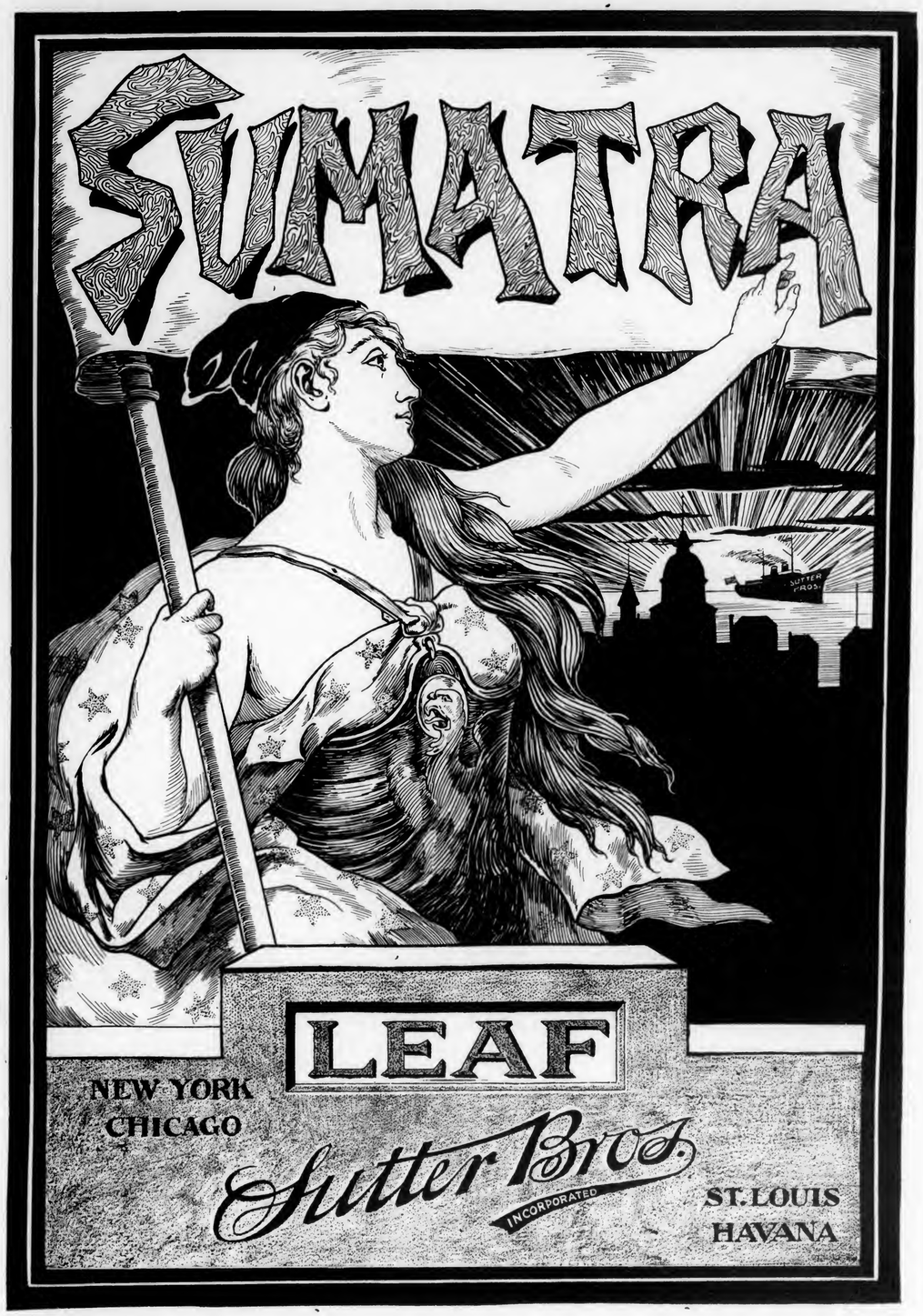
German smokers think the greenish-yellow lustreless Sumatra looks like fine Havana wrapper leaf.

An Encouraging Sign.

Mr. Wm. Wicke, of the Wm. Wicke Ribbon Co., said last week that the demand for silk cigar ribbons has shown a steady increase ever since the beginning of the year.

Sumatra at a Penny a Day.

There stepped into the office of one of the largest Sumatra importing houses of New York city the other day a cigar manufacturer who in his own field is a very sturdy oak, indeed. He has unlimited capital, is an excellent judge of to-



E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

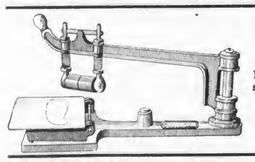
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET, NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

bacco and occasionally delights in whimsicalities. He was after tobacco on the occasion here under consideration, and went through a large number of samples with the head of the importing house. At length he fixed upon a certain lot of 175 bales and asked the price.

"$1.70 in bond," answered the importer. This would make the price out of bond, i. e., with the duty of $1.85 per pound, just $3.55.

"I'll give you a penny a day for each pound in that lot," said the cigar manufacturer in one of his whimsical moods.

"And I'll take it," sweetly answered the importer.

The cigar manufacturer took a drink with the importer to bind the bargain, and then went home.

When he gets his bill he will find that the tobacco is charged to him at $2.55 and not at $3.65.

That's the kind of an importer this importer is.

A Singer for Forty Years.

The New York Liederkranz will hold its annual banquet in its own hall on the evening of April 26. Mr. William Vigelius, of the well-known New York leaf firm of Havemeyers & Vigelius, will be the sole representative at that dinner of the Liederkraenzler of 1862. Mr. Vigelius has been a member of the famous singing society for about the same length of time that he has been a member of the leaf trade of New York city. He has been four times president of the New York Liederkranz.

The Eternal Fitness of Things.

Robert Burns from the top of the building at 59th street overlooking the western entrance to Central Park in New York city. Robert Burns from the roof of the building at 47th street and Broadway facing Longacre Square, and now Robert Burns on three sides of the Gridiron Building at Broadway and 23d street.

Could anything be more appropriate?

To Confer with Mr. Duke

Thomas Ogden and William B. Ogden, directors of Ogden's Limited, sailed for New York on April 19th on the "Umbria." They are to confer with James B. Duke and other officers of the American Tobacco Company.

Leaf Travelers Stirring.

H. DUYS, JR.

Alfred J. Coger returned on April 16 from a successful tour of Canada.

Howard Kinney, who has been taking care of his home trade in Cleveland, O., is about to start for a visit to his Western trade.

"Jack" Kinney will make the rounds of the Pennsylvania trade.

LAVERGE & SCHNEIDER.

Max F. Schneider started out on Monday to call on his friends in Philadelphia.

Adolph G. Schneider left on Sunday for his regular visit to the West.

Mark A. Levine is in Pennsylvania.

SUTTER BROS.

Walter H. Lazar is giving a good account of himself from Syracuse and other points in New York State.

W. G. Thompson is in Norfolk and will make the rounds of the trade in Virginia.

Frank Pulver is in Philadelphia.

Joseph Mendelsohn and R. R. Uhler left for Havana on the "Esperanza" on April 16.

SCHRODER & ARGUIMBAU.

George F. Schnath is calling on the trade of New York State. "Billy" Fischer, with headquarters at Cincinnati, is sending good orders to New York.

STARR BROS.

Nathan Starr was in New York on Saturday after his season of packing in Connecticut. This firm has packed about 800 cases of the new Connecticut. Mr. Starr leaves next week for the packing centers of New York State. This firm has warehouses at Weedsport and Wolcott in the Onondaga country, and will pack about 2,000 cases of New York State leaf this year.

HAVEMEYERS & VIGELIUS.

Edward Kraussman is in Buffalo.

Henry Gaber is in Cincinnati.

B. J. Kraussman returned on April 12 from Cuba, and since then has been in Connecticut. He reports that the wrapper leaf in the new Connecticut is exceedingly fine.

SIMON AUERBACH & CO.

Oscar Bamberger is visiting his regular trade.

M. C. Myers left on April 14 for the west.

LEONARD FRIEDMAN & CO.

Max Sondheim has returned after a run over to Philadelphia.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

T. J. Winship is back from Canada.

I. J. SCHOENER & CO.

I. J. Schoener is calling on his trade in New York State. M. Bauml is making a tour of Pennsylvania.

G. FALK & BRO.

Ed. Levison has returned from a very successful trip through Canada and New York State.

Willie Levison is back from a run over to Detroit.

S. ROSSIN & SONS.

Marco Fleishman is visiting his firm's trade in the East. Fred. Singer and H. Altschul are working their way through Pennsylvania.

Jake Aarons is in Chicago, and Nestor Schloss is giving a good account of himself from Cincinnati.

E. ROSENWALD & BRO.

Charlie Solliday has his sample trunks packed and is on the way for Chicago.

J. L. & M. F. GREENE.

M. F. Greene was calling on his friends in New York city last week.

HAMBURGER BROS. & CO.

Uncle Sol. Hoffheimer, having done full justice to his assignment in Pennsylvania, is making ready for a visit to his trade in the Empire State.

F. GARCIA, BROS. & CO.

Ford Huntington has returned from Havana.

JOS. HIRSCH & SON.

Louis Hirsch left Havana for home on the "Morro Castle" on April 19th, having completed his buying.

M. P. KOHLBERG & CO.

Victor Cohen is visiting his regular trade.

C. R. GOLDSMITH & CO.

C. R. Goldsmith left on April 21 for Baldwinsville, N. Y., where he will put the finishing touches to his firm's packing. From Baldwinsville he goes to Verona, O., accompanied by A. Heinke, his packer superintendent.

J. R. Goldsmith left for Baltimore on April 20, and will thence work his way West.

Fred Block is in the East.

J. H. Gabel, with headquarters in Rochester, N. Y., is preparing to visit the trade in Maryland.

JOS. S. GANS & CO.

Edwin I. Alexander, after a call on a number of his customers in the East, is getting ready for another visit to that territory.

Jerome Waller is packing his sample trunks for a call on his trade in the West.

Moe Gans will go to Chicago.

New York Leaf Market.

The third week of April was lively, but still there was more sampling than consuming. Presently it will be the other way round.

The sample lots have all been tested and this week the holders will know their fate, if not this week then some other week in the near future.

Everybody in New York is cheerful. The Sumatra men because the new crop is better than advance reports had it. The Havana men because manufacturers are buying liberally and the seed men because they are busy with their packings and in receipt of inquiries for their holdings.

Trade-Mark Register.

Brown Beauty. 13,653.
For cigars. Registered April 16, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Lady Alma. 13,654.
For cigars. Registered April 17, 1902, at 9 a. m., by H. C. Schultz, Hellam, Pa.

Union Sentinel. 13,655.
For cigars. Registered April 17, 1902, at 9 a. m., by James Heist, Reading, Pa.

John P. Elkin. 13,656.
For cigars. Registered April 17, 1902, at 9 a. m., by R. E. Reiber, Newmanstown, Pa.

Topanemus. 13,657.
For cigars. Registered April 18, 1902, at 9 a. m., by the Enterprise Cigar Co., Trenton, N. J.

Star of Bethlehem. 13,658.
For cigars. Registered April 18, 1902, at 5 p. m., by W. M. Applegate, Bethlehem, Pa.

Curiosity. 13,659.
For cigars. Registered April 19, 1902, at 9 a. m., by the Enterprise Cigar Co., Trenton, N. J.

REJECTIONS.

Bismarck, Columbia, Angeline, Dixie, Ringleader, Ping Pong, Blarneystone, Village Pride.

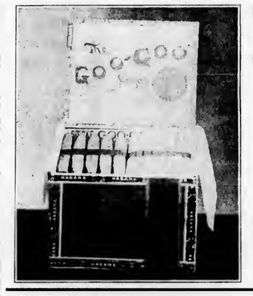
CORRECTION.

Kassai—Registered for cigarettes, April 19, 1902, by J. Sakon, Philadelphia, Pa., should have been for all kinds of tobacco.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Flor de Pla, Morro Cuba, Pico Toro, Pico Tuerto, Pico Cobre, Pico Vela, Pico Moa, La Fornia, Car Load, Rastus, The Gage, Hotel Buffet, Key West Pride, Lord Montan, Daly West, Ebonola, El Memphiro, Pig-Back, Captain Keogh, Abram Clark, Montgomery Stock, Lion, Herbonel, Marquette County Court House, No. 765, Down River Elks, Van Eyck, D. M., El Carroll, Admiral Jack, Commodore Hack, Lieutenant Jack, Major Jack, Cuban Blade, Trade Controller, King's Ransom, Master Hand, Schlapp, Ohr, La Masol, El Zavarino, Flor de Ariba, La Kansa, Drouth, Mattano, Tapkaow, Yountakah, Ermis, Marconigram, La Flor de Esqueleto, Dinohra, Detroit Drummer, Special Detective, Achilles, Magneto Electric, Nemesis, The Crystal A., Frysinger's Butternut, Standard Steel Works, Money's Worth List.



This is the Cigar
that will help you out
in 1902.
A 3-cent Cigar
of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS. Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG *Highest Grade*

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

Fresh News from Cuba.

Considerable activity is shown in the leaf market of Havana, and of late a great deal of the finer kinds of tobacco has been purchased by New York, Philadelphia and Chicago houses.

It was noted that most of the visitors were at first reluctant to invest, but each goes on record, after a thorough inspection of the market, as the purchaser of good sized lots. There is every indication that prices later on will advance materially.

The New Crop.

While it is true that rain fell in the Vuelta Abajo toward the end of the growing season still it came so late that it did not materially help the growing and the wrappers are reported to show a great deal of green spotted and sickly leaf. The burn, however, is said to be perfect.

Naturally there are among the crop a great many fine vegas and these are being bought right along by the chief packers, and the farmers are receiving excellent prices for them.

The New Partidos.

The Partido crop is drying very well, and some packers have already taken advantage of the light rains and bundled their tobaccos. In Santiago de las Vegas, Florentino Menendez had started a packing but owing to the dry weather he had temporarily to suspend work as the leaves after being assorted and laid on the floor, each class by itself, were found to be too dry. Most probably by the end of the week he will start in again to select and pack.

In Alquizar.

Bruno Diaz is hauling tobacco to the Escojida. Carlos Cano, of Cano y Hermano, is doing the same. Jorge P. Castaneda y Ca. are buying tobacco in matules largely in the Tumbadero district, and will shortly begin their usual packing in San Antonio de los Banos. Aixala & Co. are buying in bundles and by the end of the month will also begin packing in San Antonio de los Banos.

Luis Marx's Packing.

The tobacco from the farms of Luis Marx is to be packed in Havana, bast for this purpose having been already received. As soon as weather conditions permit the tobacco will be loaded on freight cars right on the farms and sent to Havana. Inasmuch as all of Don Luis' tobacco was grown under shade everybody is anxious to see how it will turn out. It is not likely that curiosity will be gratified for orders have been given to admit no one into the packing houses excepting the help.

Campano, Garcia y Ca. in Guira de Melena.

Campano, Garcia y Ca. are carting tobacco to their packing house in Guira de Melena.

Sollie Salomon is supervising the same work for G. Salomon & Bros. He has been constantly on the go between Vuelta Arriba, Partidos and Vuelta Abajo, and to-day is as well posted about the best tobacco districts as any one in all Cuba.

Benjamin Labe's Purchases.

Benjamin Labe, of the well-known Philadelphia firm of Benjamin Labe & Sons, left for New York on the steamer "Mexico" on April 12, after purchasing about 500 bales of fine tobacco for his trade.

Fine Capaduras for Dohan & Taitt.

During their recent stay in Havana, W. H. Dohan and C. J. Crawford, both of Dohan & Taitt, of Philadelphia, secured some very choice first and second Capaduras of both the old and the new crops, as well as some very aromatic Vueltas.

Sutter Bros.' New Warehouse.

Work on the new warehouse of Sutter Bros. in the Calle Cuba is progressing rapidly. To-day they have one of the finest plans in Havana for storing their 5 Star and Double Eagle tobaccos.

Mark Pollack, the firm's representative in Havana was united in marriage on April 16 to Senorita Carmen Casuso.

Exports from Havana in March, 1902.

Exports of tobacco from Cuba to the United States in March were larger than they were during the same month in 1901 as the following statistics will show:

	1901	1902
Bales of leaf tobacco	2,841	18,788
Bags stripped filler	86	99
Cigars	2,372,716	2,745,720
Packages of cigarettes	13,734	30,900

Arrivals of Tobacco in Havana.

	Week ending April 12.	Since Jan. 1
	bales	bales
Santa Clara or Remedios	3,008	49,960
Vuelta Abajo	224	11,010
Partidos	126	5,111
Semi Vuelta, Matanzas and Santiago de Cuba		512
Total	3,359	66,593

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

Philadelphia Tobacco Pencilings.

Edward R. Watson, Esq., trustee of the bankrupt estate of the La Pila Havana Cigar Company, will sell at public sale, on Friday, May 2, 1902, at 11 o'clock, at 424 Market street, A. G. Lippincott & Co., auctioneers, the following property of the bankrupt, trade marks and labels:

TRADE MARKS, REGISTERED.

El Siglo XX, Amelot, Sir Roger, Edgarita, Camela, Union League Club of Philadelphia, Zafiro, Floripan, Cualidad, Juana Sola, Flor Centen, Flor Centenes.

LABELS

5,000 labels Panoles, 10,000 tags La Pila, 32,000 outs La Pila, 15,500 labels La Pila, 44,700 cautions La Pila, 9,000 flaps La Pila, 9,500 labels La Tampanera, 8,000 outs La Tampanera, 1,000 tops La Tampanera, 21,000 extra sets flaps La Pila, 6,000 Blank Book labels Eua labels, 500 Polar Star outs, 12,000 La Tampanera, 5,000 El Siglo, 2,500 Postscript, 5,000 flaps blank, 2,500 labels blank, 3,000 private flaps, 4,000 labels blank, 500 labels Marcellena, 1,800 flaps blank, 110,000 La Pila bands, 1,000 odds and ends, 500 flaps blank, 1,000 flaps blank, 2,500 Fabricantes, 2,500 Juan Sola, 10,000 sets La Pila, 5,000 Juana Sola, 5,000 Panales, 13,000 Tampanera, 5,050 Fabricantes, 5,050 Particript, 5,000 Siglo, and a lot of stationery.

A meeting of the creditors of said bankrupts will be held in the afternoon of the same day, before Referee in Bankruptcy Alfred Driver, to hear and to pass upon the return and confirmation of above mentioned sale.

A new cheroot product is now being placed upon this market by the Matthews Cigar Co. of Baltimore, Md. Secretary R. H. Cuthbert, of that company, was in the city last week, and introduced them among several jobbing houses here. The goods are put up under the brand of "Foyer Club." They are put up in packages of 5 in a bundle, each in a separate carton, wrapped in fine foil and each package banded, 20 packages to the box and sold to the trade at $21. They retail at 15c per package, and are warranted to be a full Havana filled piece of goods. It is unquestionably a very attractive package, and those who have tried them seem delighted with the really fine quality. Mr. Cuthbert went from here to Atlantic City, where he was joined on Sunday last by Mr. Matthews, the president of the company.

The Liberman Machine Company's plant on South Fifth street now presents an animated appearance, with its large force of thoroughly experienced mechanics pushing forward with all vigor the work on a number of their new machines for which orders have been booked lately. Many new machines of the most improved patterns have been recently installed which will enable the company to turn out its improved suction tables at a much more rapid rate.

Liberstein Bros. have moved into the new factory premises at 434 Race street, recently vacated by Wm. Taylor, who has removed to his new store at 1904 West Norris street.

Manager Worthington, of the Lafayette Cigar Company, has engaged as salesman Jack Harvey, a son of a prosperous English tobacco and cigarette manufacturer. Jack is enterprising and well liked.

Phil. Verplank, with Gonzalez, Mora & Co., came on from the firm's Chicago office last week and spent a few days among their Philadelphia customers. Other visitors were the following from different New York houses: R. Goldsmith, with Manuel Lopez & Co., Sidney Lester, with Martinez Ybor's Sons Co., A. E. Litman, with S. Ottenberg Co., W. Y. Connor, with Anglo-Egyptian Cigarette Co., J. I. Mayer, of the Pareira-Mayer Co., Mr. Myer of the Ehrlich Mfg. Co., and Mr. Baum, with Schinasi Bros. cigarette manufacturers.

Samuel Fisher, stopped in Philadelphia last week enroute to New York, from Chicago. He reported quite a successful Western trip.

J. A. Rigby, of the Theobald & Oppenheimer Company, will return during the last of this week to the office of the J. A. Rigby Cigar Company at Mansfield, O., for a few weeks.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples. East Petersburg, Pa.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**

Made exclusively of the Best Old Re-Sweated Cigar Leaf Write for Prices. **Mount Joy, Pa.**

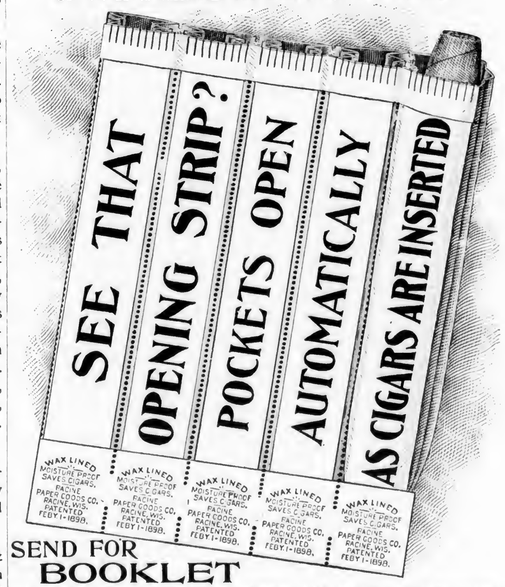
ARIEL TENTING CLOTH

A new specially constructed cotton fabric, made for the express purpose of the shade growing of tobacco, vegetables and market produce. This cloth is made with or without concentrated filling and in corded selvage, and is made in widths of 126, 144 and 200 inches. Ariel Tenting Cloth is endorsed by Prof. Milton Whitney, Chief of Division of Soils, Department of Agriculture, and the leading shade growers. Write for Samples and Prices.

J. H. LANE & CO. 110 Worth St., New York City

ARIEL MITCHELSON, Tariffville, Conn.
or, OLDS & WHIPPLE, Hartford, Conn.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR **BOOKLET**

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

THE UNIQUE
Creaseless Case Hardened Vertical Top **Cigar Molds**
ARE GUARANTEED TO
OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.
The Sternberg Manufacturing Co.
1702-12 W. Locust St., Davenport, Ia., U. S. A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

H. B. Grauley lately launched two new brands of cigars upon this market, viz: "Orange Flower" and "Frank Mayo," which since April 1 have done nicely. The "Golden Rule," his special leader in nickel goods, is keeping right in the front ranks of the procession.

Henry Heymann, of T. J. Dunn & Co., has again started on a western business trip. The placing on the market of their "Dunoro" clear Havana brand has required considerable attention, and the goods are said to have been favorably received by a number of houses with which they have been already placed. Gerson I. Heymann, of this house, is at present in the middle west.

Frank Teller, of Frank Teller & Co., has also lately been on a western business trip.

IN THE LEAF CIRCLES.

The Loeb-Nunez Havana Co. has had a rather active trade during the past few weeks, according to reports from Secretary Herold—Remedios and Vueltas being in fairly good demand. H. M. Joel, who covers the western trade, has been specially successful this spring. J. Greenwald has been busy in looking after the firm's Pennsylvania trade.

Benj. Labe & Sons inform us that they received on the steamer "Mexico" from Havana 401 bales of Havana tobacco, a portion of the purchases made during the visit of Jacob Labe, of this firm, to Cuba when several good-sized lots were secured. Mr. Labe returned from Havana on Sunday night last, and 94 additional bales have arrived on the "City of Washington" this week.

J. J. Reuben, with the Loeb-Swartz Tobacco Co., has just completed a two months western trip. Mr. Sol. Loeb is this week in Pennsylvania.

Chas. Hipple, of Hipple Bros., spent eight hours very industriously in New York City last week, looking over the leaf market and examining Connecticut wrappers and seconds. He made three purchases of such goods as are especially suitable to this market, and are of the best in every respect. The firm claims to have the best that is in the market to-day. They are now also showing the trade some very thin, fine color, Florida Sumatra, that will, they say, outyield Sumatra for the money.

Leopold Loeb cabled to his office last week that he had secured at the third inscription 750 bales Deli My L, and that it was a nice lot in every way.

S. Weinberg has received a shipment of the Pennsylvania Broadleaf filler goods which he made a personal selection of recently.

S. Agatstein, has returned from a several weeks trip west, which included Cincinnati and other points.

Harry Dolinsky, of H. Dolinsky & Sons, returned on Saturday from Connecticut, where he says he was fortunate in securing a good lot of old tobaccos for his house.

—S. W. Levine, the popular cigar salesman, now representing Bondy & Lederer, of New York, informs us that he is doing elegantly with his firm's products on the Pacific Coast, where he has been for some months. The "Tom Keene" brand is being extensively handled in Los Angeles by Fred. Barman & Bro., and in San Francisco by Rinaldo Bros. & Co.

PHILAD'A LEAF MARKET.

A better feeling generally has prevailed in the local leaf market during the past week. Inquiries have been received, but for such types of tobacco as there is a particular scarcity of, which has necessarily marred the volume of business actually done. Several moderate sized transactions in Connecticut tobacco, both old and new, have been reported, but the present prices on Wisconsin binder stock seem to have precluded its ready sale. The force sweated Pennsylvania is meeting with a ready sale, and desirable lots of old goods would be quickly picked up if prices were at all within a reasonable limit, according to the buyer's idea.

The new Sumatra tobacco, of which samples are being looked at, is regarded with considerable favor by a number of manufacturers, and a fair share of business has been done. The market in old tobacco has remained rather quiet.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

The Havana market may be said to be somewhat brisk, in spite of the fact that old tobaccos command a high price. Old Remedios have been finding ready purchasers.

EXPORTS.

Liverpool—35 tons leaf tobacco.

Tobacco Crop of 1899.

The Census Bureau of the Department of the Interior issued a report on April 17 on the tobacco crop of 1899, showing that the 308,317 farms which reported a production of tobacco had an acreage of 1,101,483, with a total production of 868,163,275 pounds, valued at $56,993,003.

The principal States producing tobacco are as follows:

States	Acres	Pounds	Value
Ken.,	384,805	314,288,050	$18,541,982
N. C.,	203,023	127,503,400	8,038,691
Va.,	184,334	122,884,900	7,210,195
Ohio,	71,422	65,957,100	4,864,191
Tenn.,	71,849	49,157,550	2,748,495
Wis.,	33,830	45,500,480	2,898,091
Penn.,	27,760	41,502,620	2,959 304
Md.,	42,911	24,589,480	1,438,069
S. C.,	25,993	19,595,900	1,297,203
Conn.,	10,119	16,930,770	2,074 022

Missouri Antitrust Law Held Invalid.

The antitrust law of Missouri has been held unconstitutional by Judge Butler, referee and special commissioner appointed by the Supreme Court of Missouri in July, 1900, to investigate the affairs of the Continental Tobacco Company and others. He holds that the suits instituted by the Attorney General should not be maintained and asks the Supreme Court to confirm his report. In addition to the Continental, the J. G. Butler, Brown, Drummond and Wright Brothers' Tobacco Companies are respondents in the suits, which were filed in February, 1899.

Tobacco Statute Amendment.

Senator Aldrich, chairman of the Finance Committee, has favorably reported from the committee a bill amending Section 3362 of the revised statute relating to tobacco so as to provide that every wooden package shall have printed or marked thereon the manufacturer's name and place of manufacture, registered number of the manufactory and the gross weight, the tare and the net weight of the tobacco in each package. These limitations and descriptions of packages shall not apply to tobacco and snuff transported in bond for exportation and actually exported. It is also provided that perique tobacco, fine cut shorts, the refuse of fine cut chewing tobacco, refuse scraps, clippings, cuttings and sweepings of tobacco may be sold in bulk as material and without the payment of tax by one manufacturer directly to another manufacturer, or for export under such restrictions, rules and regulations as the Commissioner of Internal Revenue may prescribe. Wood, metal, paper or other materials may be used separately or in combination for packing tobacco, snuff and cigars.

A CIGAR DID IT.

How a Government Official Secured His Appointment.

"It is the small things which control our present actions and ultimate destinies very often," remarked a chief clerk of one of the executive departments.

"A ten-cent cigar changed my whole course in life, when the friendship of senators and representatives in Congress and their efforts were without value.

"I had been trying for the place I sought with that alternate hope and fear which besets all who want a position under the government, and who believe one day they have it and the next they have it not. My funds were running short, my principal opponent seemed to have the inside track, and I had about agreed that I had no chance.

"One evening as I was wandering aimlessly around in the northwest waiting and hoping for the results of to-morrow, as I had resolved to go out of town on that day unless I received the position, I stepped into one of our big hotels and bought a ten-cent cigar. As I was lighting it, an influential

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

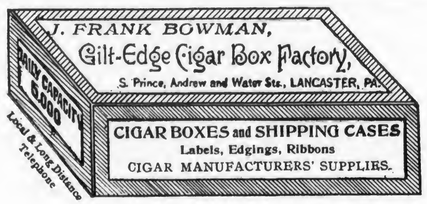
G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union
CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.



Did You Receive One Like This?

The National Cigar Leaf Tobacco Association of the United States will hold its Fourth Annual Convention commencing Monday morning, May the fifth one thousand nine hundred and two at ten o'clock at the Grand Hotel Cincinnati

friend who had been theretofore indifferent to my cause approached me in the lobby, saying:

"'I am going to get you that place. I thought you had left town. The old man (meaning the secretary of the department in which I had hoped to enter) is upstairs. Stay here; for personal reasons I shall block the appointment of the other fellow. His senator has done me dirt; just wait. I will be back in five minutes.'

"It is superfluous to say that I 'waited,' and that my hand was a trifle shaky as I let go of the swinging gas jet with which I had lighted my cigar. My heretofore lukewarm friend returned to the office in a few minutes, and with him I ascended to the presence of the big chief. The big chief said that he was glad to meet me, had heard all about me; that I was just the man whose peculiar aptitude made me fitted for the place in which he intended to install me, etc., but I knew in my own heart that if I hadn't stopped to buy that cigar, and if the senator backing my opponent hadn't 'done' my influential fried 'dirt,' the big chief would never have discovered those remarkable qualities of mine.

"Now for the sequel, as this is a true story: My opponent, becoming disgusted, went to New York, entered the practice of law, married a wealthy woman, and makes today thousands where I make hundreds of dollars. And the question remains, would I today have been better off if I had bought that cigar elsewhere and left town the next day?"—Washington Star.

American Tobacco in China.

So great has been the trade increase in American tobacco in China that the American Tobacco Company has decided to send another man to that country to assist those already there. June 1 Edmund Kempffer, of Minneapolis, will join his brother-in-law, C. E. Fiske, who has been manager of the Company's Chinese trade for two years.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name ____ Street, ____
City ____ State ____

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf-
Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Lancaster's Crop of News.

Leaf Board Meets—Delegates to Convention Appointed.

There has been little change in the conditions of the local leaf market during the past week, and no transactions of any special note have been reported. The aggregate of the numerous small sales would, of course, amount to considerable.

Buying of the new crop continues, and in some localities it is now pretty well cleaned up.

The opinion is generally prevalent that this year's acreage will in all probability be about as large as that of last year.

The cigar industry remains steady in most towns although in some there is a scarcity of orders.

A meeting of the old Tobacco Leaf Board of Trade was held on Wednesday evening in Martin's Hall. President John D. Skiles called the meeting to order. He referred to the slim attendance, and said it seemed hardly worth while to attempt to maintain the organization. M. M. Fry was appointed temporary secretary.

Morris Rosenthal said we ought to have a large organization. The dealers here are more interested than those in the larger cities. It was important to find out whether those present wanted an organization or not. We appear to be the only place that lags behind in this matter.

Walter S. Bare spoke most urgently in favor of continuing an organization, and strongly advocated steps to increase its membership and influence. He pointed to the fact that there were many matters in which such an organization could be of infinite benefit, and stated that he would much deplore the possibility of allowing it to die of inanition. He believed in going ahead and expanding its scope, inasmuch as it could be made a matter of interest to all the trade.

Mr. Rosenthal said he believed in monthly meetings, at which all matters of interest pertaining to the trade should be discussed. He moved to appoint a committee to visit the local trade and bring them into the organization.

M. M. Fry, who is a member of the National Board, said he almost felt ashamed to go before that body alone as the sole representative of the largest cigar-leaf-growing county in the country. He called attention to the good the National Board has already done, and said it could do much more.

The President said what must be done to night was to find out whether we can raise enough money to send representatives to the Association at the Cincinnati meeting. Twelve persons arose at the request of the President, and handed over ten dollars each. A committee consisting of Messrs. Bare, Rosenthal, DeHaven and Mowery was named to canvass for more subscribers.

Mr. Rosenthal was named temporary treasurer to take charge of the funds.

The President appointed Walter S. Bare and Morris Rosenthal delegates to the National Board Convention, after which the meeting adjourned.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

From Trade Centers.

ALLENTOWN, PA.

C. H. Botter, of South Allentown, visited Reading, and filed a bond in $500 for a cigar factory which will be opened at this place with fully 50 hands.

J. H. Yetter has filed a bond for $500 for a cigar factory to be opened at Allentown which was approved by Collector Cranston. Mr. Yetter will employ about 20 hands.

CINCINNATI.

The reorganization of the American Cigar Mold Co. has been accomplished, and the new officers elected are as follow; C. E. Benedict, president and manager; H. A. Barret, treasurer, and H. M. Dalton, secretary. The company proposes to manufacture an extensive line of cigar molds and cigar manufacturers' supplies, and will install new and improved machinery for that purpose.

J. S. Hilt & Co. opened their Grand Opera House cigar store on April 9 with a large and fine line of cigars, tobacco, pipes, smokers' sundries, etc., which they sell wholesale and retail. Upon their

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

opening day to every purchaser of merchandise there was given one "El Principe de Gales" or one "El Belmont" Havana cigar.

BALTIMORE, MD.

Bernhardt Faistenhammer, who conducted a tobacco business for the last 40 years in this city, died at his home at 437 Forest street last week, at the age of 73 years. He was born in Munich, Bavaria, but for the last 50 years has been a resident of Baltimore. He was for many years a member of the Old Town Merchants and Manufacturers Association.

Philip Lang, who retired from the cigar business about four weeks ago, committed suicide at his home, 428 Mosher street, recently. He formerly conducted a tobacco and cigar store at Lexington and St. Paul streets, and is survived by a widow and five children.

CHICAGO.

Lucy Page Gaston recently swore out additional warrants for the arrest of tobacconists on charges of selling tobacco to minors in violation of the State law, warrants having been issued against R. J. Lewis, of the Gem Tobacco Co., 72 Adams street, Charles Robinson, clerk in the tobacco department of Siegel Cooper & Co., J. W. Klepper, 1012 West Madison street, M. Drell, 447 West Madison street, and Mrs. B. Wallenta, 787 West Ohio street. Miss Gaston claims to have evidence that cigarettes, little cigars, and penny plug chewing tobacco are sold daily to children in every part of Chicago. She says she is planning a crusade of large proportions against the dealers.

The books of Hart C. Fisher are now in the hands of the Equitable Trust Co., receiver for the financier and tobacco merchant. It is stated that they are in such a condition that it will be some time before any definite statement of the assets can be determined. The liabilities of Mr. Fisher are placed at $108,000, which represents his paper held by the banks. Only recently he was rated at $175,000.

RICHMOND, VA.

W. G. Judkins, of the Universal Tobacco Co., of New York, was a recent visitor in this city. The company's "Sovereign" cigarettes are now on sale here and it is expected that an aggressive campaign will follow.

The Commonwealth Tobacco Co., of Lynchburg, incorporated in New Jersey, was formerly the Sneed & Carrington Co., and it is rumored that the Commonwealth has been practically absorbed by the Universal Tobacco Co. The officers of the Commonwealth company are: William H. Butler, of New York, president; R. J. Snead, of Lynchburg, vice-president and general manager; H. A. Allen, of Lynchburg, secretary and treasurer.

The Board of Directors is composed of these officers together with Frank Tilford, E. J. Patterson, George P. Butler, F. W. Galbraith and W. D. Judkins, of New York; Harry Weissinger, of Louisville; J. L. Richards, of Boston, and I. S. Moore, of Lynchburg.

SPOKANE, WASH.

The Sloane-Payne Co., of Spokane, Wash., is making a special effort in placing upon the market the "Pall Mall" cigarettes, which are claimed to be made in England, and are said to have been secured through English brokers at San Francisco. It is the first time in the history of Spokane that cigarettes of English production are sold at retail stores. The distributing company hopes that by getting them in the retail stores the wholesale houses will be compelled to take them up.

TAMPA.

The shipments of cigars from Tampa continue heavy notwithstanding the fact that there has been a slight reduction in the working forces. There have been 7,034 cases shipped from the city during the first three months of the year. During the same period of last year there were 5,730 cases shipped, giving the present year an increase of 1,304 cases. Orders are coming in at a satisfactory rate and continued good business is confidently looked for.

The Whittaker-Harvey Tobacco Co. of Winston, N. C., is to be incorporated by W. A. Whittaker, W. L. Harvey, and Thos. Rucker, all of Winston.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Reading, Pa., Budget.

Bonds were filed with Collector of Internal Revenue Cranston for three cigar factories—Irvin D. Reigel, Shartlesville, Wann & Stick, Womelsdorf, and John Leinbach, Stony Creek Mills. This is the largest number to be opened in a single week this year, and is regarded as a fair indication of the activity of the trade. There are now 320 cigar and tobacco factories in this divison. Mr. Cranston states the local factories are very busy and that he looks for a big increase in the output for the present business year

E. E. Kahler, cigar manufacturer, put a number of new hands to work the past month. His factory has increased its output during the year, and he predicts a bright outlook. He is doing a large trade in the manufacture of the "Ben Austrian" cigar, the entire product of which is taken by a single Philadelphia drug firm.

Blachman & Nagle have placed a new nickel brand on the market called the "Bijoux," which is meeting with success. Mr. Blachman, the senior member of the firm, will leave shortly on an extended trip through the state. The firm's outlook for the spring trade is encouraging.

W. W. Prutzman, is enjoying a large run on the "Greater Reading" cigar, which he is putting up in 5 and 10 cent sizes. He is also making a number of the "Up-On," a cigar of wide reputation here. Mr. Riegel makes weekly trips to different sections of the State.

Cigar manufacturer John J. Roth has acquired an additional apartment, 80x120 feet in size, on the second floor of 732 Penn street, where his present factory is located. This gives him almost the entire floor. The place is being fitted out, and he expects to employ about thirty additional hands.

W. W. Riegel, cigar manufacturer and leaf tobacco dealer at Second and Greenwich streets, will shortly extensively advertise his new nickel brand "Quintus," which he placed on the market several weeks ago and which has already met with considerable success. At present Mr. Riegel is paying special attention to leaf tobacco packing. He recently received a large consignment from Lancaster county of Havana seed and Pennsylvania Seed leaf, about 100 cases in all, which he is now packing. He manufactures the "Lehigh Valley," a nickel brand, which is popular throughout the coal regions.

At a meeting of Cigarmakers' Union, No. 236, Taylor & Weber, cigar manufacturers of Pottstown, were granted the use of the cigarmaker's blue label, as was Philip Hildebrand, of this city. This makes 53 factories using the blue label under the jurisdiction of this union.

George W. Lehr enjoys a large run on the new brand he placed on the market some time ago called "Lehr's Spanish Smoker." It is a nickel cigar.

Extension for Yocum Bros.

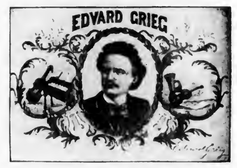
Yocum Bros., cigar manufacturers at Seventh and Walnut streets, have a force of men at work removing a row of houses which occupy the adjoining lots on the north side of their factory along Zieber's Court. These will make way for an annex which the firm will build to the factory as the business has outgrown its present headquarters. Architect H. S. Head is at work on the plans for the addition, which will be six stories in height, and about 70x90 feet in dimensions. The annex will be used for the manufacture of cigars as well as the storage of tobacco.

Latest News from York, Pa.

Manufacturers should exercise a certain amount of caution in filling orders received unsolicited from parties with no reputation or financial rating. Such orders are oftimes received, giving references on the usual commercial agencies. The ordinary manufacturer takes for granted the reference without really making the inquiry, and sends the samples or fills the order. In either case the result is the same, and the commercial agents are asked to collect overdue accounts, instead of having been asked previously to make inquiries.

C. H. Sicker, manufacturer and dealer in cigars, has removed to his new place of business in the Gross building, 275 West Market street,

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.



E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

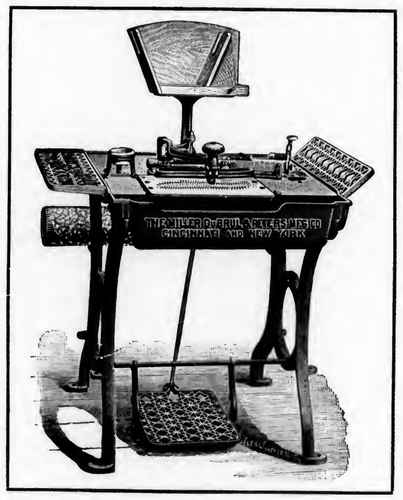
Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

THE TOOL AND THE HAND

By use of the DuBrul Dieless Suction Table and the hand of the operator you get a perfect cigar, and a perfect cigar is what we are looking for.

The imperfections of a machine made cigar are many and glaring.

A machine could make a passable cigar if every bunch were like every other bunch. Such is not the case, but the machine goes on working just as if it were, and no wrapper really and faithfully follows the lines of the bunch; consequently, we have loose wrappers, pockets, false heads, and a cigar whose wrapper shrivels up and makes what would otherwise be recognized as a fine smoke look like a twofer.



The human hand is the only machine that can properly roll and wrap a cigar.

The hand of the operator with a wrapper cut and held stretched on a DuBrul Dieless Suction Table makes a cigar which comes as near perfection as anything produced by human effort can be.

The Dieless Table has come to stay. It will most certainly supplant all other tables.

It cuts a better wrapper than a table fitted with dies and rollers could possibly cut. It doesn't get out of order and require constant attention and repair. It leaves the table open and flat for the operator to work upon, with no dies or other makeshift in the way. Palm work comes natural instead of finger work, as is the case when dies are used.

This table is so simple in action, and its working parts are so few and easily understood and kept in good shape, that operators are glad to use it; they won't use any other if they can help it.

To further progress, we should like to see some way to improve this table, but how it can be improved we must admit is altogether too much for us.

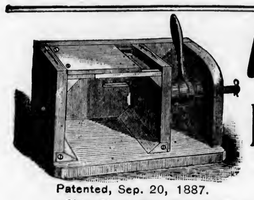
There are a multitude of reasons why this table is needed by you, and a line from you will bring the reasons from us.

If you must use a Die Table, you ought to use the best of that sort. We make it, and we can show it to you at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO
1 Madison Avenue, NEW YORK CITY


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

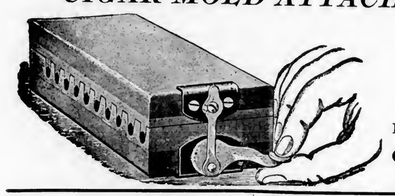
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

which has lately been remodeled. The goods are tastefully displayed in the new room.

About thirty of the employes of Charles Salomon's cigar factory in Red Lion went on a strike last Monday, because of a reduction in wages. Some of the number returned to work, others left town or secured work at other places.

Albert Baylor, proprietor of the Paragon Cigar Factory, left on Saturday for a six weeks pleasure trip, including visits to California and the Yellows tone Park, with a trip to Canada on the return. The business will be conducted during his absence by Mr. Baylor's son, Halbert.

Henry Heffener, the cigar box man, has lately invested in horse flesh, and no doubt will soon be competing in the spring "meets" of the York Driving Association, as an able competitor.

R. D. Zech, the tobacco buyer, has discontinued operation in York county for the present, and is now driving through Lancaster county. There, he says, the fillers are sized up and many are as good as some York county wrappers. Some fine filler leaf has been bought for 2c.

There were many visiting salesman during the week. Other visitors were J. Reynolds, of the firm of Farnham & Reynolds, Addison, N. Y., L. M. Kase, dealer and packer from West Winsted, Conn., Mr. Rockel of Woeldike & Rockel, St. Louis, Mo., and Fred. C. Miller, commission broker, Cincinnati, O.

Western Tobacco Reports.

MIAMISBURG, OHIO.

The usual lull in buying, after packers have secured the bulk of their intended purchase, prevails. But few sales are reported, and deliveries are waning. Some of the farmers who were so indifferent about showing their crops earlier are now anxious to sell.

The work of preparing the ground and sowing seeds is engaging the attention of tobacco growers generally. As the season is somewhat backward many are sprouting the seeds and canvassing the beds.

A scarcity of spriggers in local warehouses is a source of uneasiness. One house recently solicited the forces of other packers at an advanced price, which simply resulted in a general advance in price at all warehouses, without augmenting the sprigging force of the originator of the scheme.—News.

EDGERTON, WIS.

The buying movement is steadily progressing in most of the growing sections where there is considerable riding being done. A good portion of the tobacco now being lifted is assorted, for which some fair prices are paid for selections. At the present rate of buying several thousand cases are being taken out of growers' hands each week and fast reducing the unsold portions of the crop.

The deliveries to the American Cigar Co. have been large in this market several days of the week. The warehouses at most of the packing points are still handling bundle tobacco and have work in sight for some weeks yet.

The market for cured leaf continues remarkably quiet both at home and in the eastern centers. The transactions are mainly to manufacturers in small lots. The growers are now busy laying their plant beds but the weather is much too dry and cold to give the new sowing a quick start.

Shipments, 500cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Breaks the largest of the season. Will increase from now on, and I look for increase of sales and active market as more general inquiry prevails. Bremen buyers are feeling the market, while French, Austrian, Snuff and Smokers, are in good request. The tone of the market is easy. Holders are firm. Plants backward, and it looks like late planting will be the case. Bulk of crop delivered loose.

Lugs—Low, 4 to 4¼c; Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c; Fine, 5¾ to 6½c.

Leaf—Low, 5½ to 6c; Com., 6 to 7c; Med., 7 to 8c; Good, 8½ to 10; Fine, 10 to 13.

Receipts for the week, 580 hhds; year, 5,405. Sales for the week, 144; year, 631.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 1,008 hhds.;

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
75,000 PER DAY
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A La Mode Cigar Factory
C. E. LEBER, Proprietor No. 1597
Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports
HAVANA AND SEED CIGARS
Special Brands to Order. DELROY, PA.

D. B. GOODLING
Manufacturer of CIGARS Jobbing Trade only
Loganville, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

"Perfecto"

Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.

YORK, PA., U. S. A.

Dealers in and Manufacturers of

Cigar Machinery and Cigar Molds

York Standard Leaf Co.

I. B. HOSTETTER, Proprietor,

Packer and Dealer in Leaf Tobacco

No. 12 South George Street,

'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,

Wholesale Dealer and Jobber in All Grades of

DOMESTIC and IMPORTED Leaf Tobacco

YORK, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

offerings on the breaks, 396 hhds; sales 362 hhds.

With larger breaks higher grades were shown; the proportion of Lugs was small.

The market was firm for substantial leaf in good order, but irregular and ¼c lower on rest of market, causing large rejections. As our warehousemen have now large unsold stocks, the offerings will be more liberal in quantity.

The loose tobacco season is virtually over, though purchases occur here and there of belated crops.

The weather has been cool and dry all through this month so far, which retards vegetation.

Quotations:

Low Lugs	$4.25	to	$4.50
Common Lugs	4.50	to	4.75
Medium Lugs	5.00	to	5.25
Good Lugs	5.50	to	6.00
Low Leaf	5.00	to	5.75
Common Leaf	6.00	to	6.50
Medium Leaf	7.00	to	8.50
Good	9.00	to	10.00
Fine	10.50	to	12.00

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Esperanza" and "Mexico."

CIGARS	cases
Acker, Merrall & Condit, New York	42
Park & Tilford, New York	29
G. S. Nicholas, New York	19
B. Wasserman, New York	9
J. Wagner & Son, Philadelphia	7
Best & Russell Co., Chicago	7
Waldorf-Astoria Segar Co., New York	6
Niles & Moser, Kansas City	4
M. Blaskower & Co., San Francisco	4
Duncan & Moorhead, Philadelphia	3
Mitchell, Fletcher & Co., Philadelphia	3
Grommes & Ulrich, Chicago	3
C. B. Perkins & Co., Boston	2
Goldberg, Bowen & Co., San Francisco	2
M. A. Gunst & Co., San Francisco	2
G. W. Faber, New York	2
Calixto Lopez & Co., New York	2
American Cigar Co., New York	1
D. Frank & Co., Boston	1
W. F. Monroe, Chicago	1
Oscar Cranz & Co., Richmond	1
Order, "M. M. C."	1
Total	151
Previously imported	2,114
Imported since Jan. 1, 1902,	2,265

LEAF TOBACCO	bales
J. Friedman & Co., Chicago	654
Schroeder & Arguimbau, New York	384
G. Salomon & Bro., New York	365
Brown Bros. & Co., Detroit	323
Calixto Lopez & Co., New York	241
S. Ruppin, New York	224
Dohan & Taitt, Philadelphia	221
Rothschild, Sons & Co., Chicago	160
Egerton & Joel, Boston	151
S. Rossin & Sons, New York	151
Ghio & Rovira, New York	141
Hinsdale Smith & Co., New York	130
M. E. Flaherty, New York	113
B. Labe & Sons, Philadelphia	78
E. P. Cordero, New York	70
J. Berger & Son, Cincinnati	65
C. Munia, New York	35
Weil & Co., New York	35
Loeb-Nunez Havana Co., Philadelphia	33
Havemeyer & Vigelius, New York	32
Geo. E. Rolph Cigar Co., Duluth, Min	31
Henry Esberg, New York	25
Lozano Selgas & Co., New York	25
Hamburger Bros., New York	20
Rockel, Woeldike & Co., St. Louis	20
Jose Menendez & Co., St. Louis	17
M. Kemper & Son, Baltimore	15
F. Miranda & Co., New York	15
Order	14
O. Trianer, New York	12
Rothschild & Bro., New York	10
Voneiff & Vidal Cruz, Baltimore	10
L. W. Scott & Co., Boston	10
L. Friedman & Co., New York	8
F. Garcia, Bros. & Co., New York	8
O. Malchow & Co., New York	7
Yocum Bros., Reading, Pa.,	6
O. Eisenlohr & Bro., Philadelphia	5
Total	3,864
Previously reported	34,462
Imported since Jan. 1, 1902,	38,326

NEWS NOTES.

John McDonnell will soon open a new factory and retail cigar store at Champion, Ill.

W. T. Edmonson, of Chambers burg, Pa., has enlarged his cigar store, and entered actively into the jobbing trade.

The Havana Cigar Co., at Coshocton, O., has been incorporated with a capital of $50,000, under the laws of New Jersey.

J. H. Hagman, of Iron Mountain, Wis., has rented a small building in Algonia, Wis., and will begin the manufacture of cigars.

Max Feder, a well known cigar man of Cleveland, Ohio, has obtained a judgment for $15 against the Republican Executive Committee of Cleveland, for cigars furnished.

The Baumann-Ashley Cigar Co., of Binghamton, N. Y., has made application to the Supreme Court of New York State to change its corporate name to the Baumann Cigar Company.

The A. F. Rothfuss Cigar Factory at Fort Scott, Kansas, which has been in constant operation for 30 years, and which has in the past regularly employed 40 people, has been closed.

Samuel M. Strader, William H. Miller, John H. Shamback, John F. Hammell, and Lincoln V. Cravens are forming a new tobacco factory at Madison, Ind., with a capital of $25,000.

Philip Morris & Co., Ltd., of New York city, has been incorporated, with a capital of $125,000, to deal in cigars. The directors are: G. D. Eckmeyer, O. R. Hartmann and H. Lee, of New York city.

The Geo. E. Rolph Cigar Co. has begun the manufacture of cigars at Superior, Minn. J. L. Polack, formerly with Eugene Vallens & Co., of Chicago, is in charge. The capital stock is $10,000.

It is reported that the Whitlock Branch of the American Cigar Company, at Richmond, Va., has instructions from the New York headquarters of the company to manufacture two hundred million "Flor-odora" cigars.

J. N. Chamberlin, formerly connected with J. G. Reed & Co., of Burlington, Vt., has entered into partnership with A. L. Weeks and C. E. Schoff who will conduct a wholesale business in Porto Rican cigars, in St. Albans, Vt.

The Sherman Ginseng Co., of Palmyra, Wis., has been incorporated, with a capital of $25,000, for the purpose of growing ginseng and tobacco. The incorporators are: W. S. Sherman, M M. Sherman and Charles E. Williams.

Waycross, Ga., is soon to have a new cigar factory. A company has been formed for the purpose, with a capital of $6 000. Its officers are: George R. Youmans, president; W. W. Sharpe, vice president; W. A. Price, general manager, George R. Brinson, secretary and treasurer.

Sealed proposals will be received by the Secretary of the Interior until May 1, 1902, for furnishing the Government Hospital for the Insane in Washington, D. C., with 10,000 lbs. tobacco, natural leaf, 5,000 lbs. navy tobacco, 1,800 lbs. smoking tobacco, in 2 oz. packages, and 8 gross white clay pipes, short stems.

J. F. Flynn, has purchased the cigar store of Crowley Bros., on Elizabeth street, Ansonia, Conn., and taken possession of the same. The store is being renovated. Edward Crowley, who has had charge of the store, will go on the road selling cigars that are made at the factory in Ansonia, owned by him and his brother.

The Commonwealth Tobacco Company has been incorporated, with its principal office in the Corporation Trust Company Building, Jersey City, N. J. Its object is to manufacture tobacco. Capital, $500,000. The incorporators are: Edward J. Patterson, Plainfield, N. J.; John F. Eagle and George L. Wakefield, both of New York city.

Fourteen tobacco dealers were placed under arrest in Williamsport, Pa., for alleged violation of the act of Assembly prohibiting the sale of tobacco in any form to children under 16 years of age. The arrests are the outcome of a movement started some months ago by the Mothers' and Teachers' Clubs and the Women's Christian Temperance Union.

The latest "judicious combination" to be formed in Port Huron, Mich., was perfected last week, when all the cigar dealers of the city pledged themselves not to cut rates or give prizes with cigar sales. All five-cent cigars costing over $32 per thousand will hereafter be sold for five cents straight, and all ten-cent goods costing over $60 per thousand, ten cents straight. The action was brought about by several druggists entering into a cut-rate cigar sale which promised to demoralize the business.

P. L. Leaman & Co.

Packers and Dealers in *LEAF TOBACCO*

145 North Market Street,

Lancaster, Pa.

5 CENT BRANDS: Little Horse Harry, La Calanteria, Casandra, Indian Pride

J. M. McGUIGAN

MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS

and Leaf Tobacco

RED LION. YORK CO. PA.

F. E. Eberly,

Manufacturer of High-Grade Union Made CIGARS

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed & Havana

CIGARS

LANCASTER, PA.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

T. L. ADAIR, Established 1895

Wholesale Manufacturer of

FINE CIGARS

Red Lion, Pa.

Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

We are conscious of the fact that very few sales are being made at present. Packers ordinarily pick up a few lots if they can be had at as low rates as they desire, in order to reduce the general average of prices. But if it can't be obtained at previous rates, or higher, they seldom buy more. So parties may fully understand that if they sell now, the chances are against an improved price. We notice that a firm in New York is making a brand of cigars of pure Havana, called the "Vanderbilt." Each cigar is to cost the smoker $1. The box containing them is of elaborate workmanship, and lined with white silk.

The shade-grown tobacco, 41 acres, yielded some over 56,000 pounds. This is to be sold Thursday, May 1, at auction, at Hartford. The committee for the sale is Ariel Michelson, Luther M. Case and Alfred A. Elds, all Connecticut men. The acre raised by J. A. Du Bon of Poquonock, Ct., has already been sold, the prices ranging from $1.40 to $2.50 per pound, averaging about $2. The coming sale at auction will give a good test of its value. The work of erecting the frame has been going on for two or three weeks.

The outlook for good prices for the 1901 crop of seed leaf and Havana was never better for fair to good crops. The only drawback is the crazy notion of granting a concession to Cuba. Its effects are not only injurious to the growers, but to the manufacturer of cigars, as it allows of a percentage off from cigars, and opportunity for the introduction of such goods in the year that it will badly handicap the trade for years. Such is our opinion, if anything should be done as desired by partisans.

Our correspondents write:

Northampton: "I have been helping the McGrath Brothers of Hadley assort about 125 cases of 1901 tobacco, as I am an experienced hand at the business. Their packing has all been bought at from 7 to 10c. They have a good lot. Among the crops bought was one of 5 tons at Conway at 8c. Of these 5 tons, about 1,000 pounds were badly pole burned. The rest was good, probably not quite ripe, so is a little dark. My Zimmer's Spanish has come out of the sweat all right."

Putney: "The last year's crop is about all sold, or sorted and packed. The coming crop will be needed to make up our losses this year. It isn't very likely that the 1902 planting will exceed that of 1901, probably be less."

Williamsburg: "The wet, cold and disagreeable weather has not been favorable for the growth of the young plants if they are up. Probably they are not large enough to induce their owners to brag much. About the usual amount will be put in."—American Cultivator.

BALDWINSVILLE, N. Y.

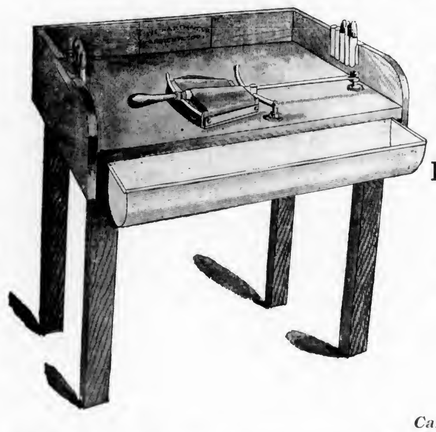
A number of buyers have been in the field during the past week and have been riding. Very few sales have been reported, although a considerable amount has been said to have been picked up at prices ranging from 5 to 10 cents. The assorting at the warehouses where tobacco is being rehandled continues. A large number of cases have been delivered by the growers within the last few days, most of which has been shipped. On Thursday and Friday of last week J. T. Skinner, representing G. Falk & Bro., received about 400 cases and Lewis Sylvester & Son received 150 cases Saturday. J. Bunzl & Son received on the first three days of the week, taking in about 400 cases which was shipped to their warehouse at New Milford, Conn. Joseph Mayers' Sons, of New York, also received about 350 cases last week which was shipped to New York. Among the out of town buyers still in the field are Max Stern, of Lewis Sylvester & Son, New York, S. D. Green, of J. Bunzl & Son, George Erisman, of Lancaster, Pa., and H. P. Taylor, representing M. M. Fry of Lancaster. A well informed buyer estimates that considerable over three quarters of the 1901 crop has now been sold. Included in the balance still in the growers' hands are a number of crops of good quality. But very few growers have prepared their plant beds.—Gazette.

Tobacco as an Aid to Courtship.

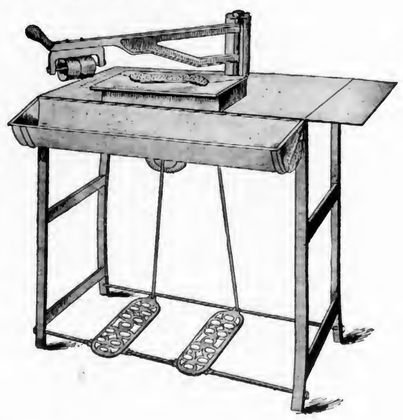
The Tchulian Coelebs in search of a wife, having filled a brand new pipe with fragrant tobacco, stealthily enters the dwelling of the fair one upon whom he has bestowed his affections, deposits the pipe upon a conspicuous article of furniture and retires on tiptoes to some convenient hiding place in the neighborhood, local etiquette requiring that he should execute this strategic movement apparently undetected by the damsel of his choice or any other member of her family. Presently he returns without further affectation of secrecy and looks into the apartments in a casual sort of way. A single glance at the pipe he left behind him enables him to learn the fate of his proposal. If it has been smoked he goes forth an accepted and exultant bridegroom; if not, the offer of his hand and heart has been so irrevocably rejected as not to be even worth a pipe of tobacco.

We call your attention to our
AMERICAN SUMATRA
of the
1901 Crop
from our plantations in
Decatur County, Georgia.
Enormous in Yield and Perfect in Burn.
A. COHN & CO.
142 Water Street, NEW YORK.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia, are Western Selling Agents

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

REPEAL OF WAR REVENUE LAW.

To Go Into Effect July 1, 1902.

The Senate and House joint committee having in charge the War Revenue Repeal Bill presented their report, making no alteration in the provisions relating to the tobacco interests as previously announced. The bill as reported immediately passed both houses, and was signed by the President, becoming the "Act of April 12, 1902."

It will go into effect July 1, 1902, when all the special war taxes will be abolished, and the tax on tobacco and snuff restored to six cents per pound, with a provision for a rebate of the excess of tax over that rate previously paid on unbroken stamped packages then on hand. The tax on cigarettes weighing more than three pounds per 1,000 also goes back to the old rate, $3 per 1,000. The tax on cigars and on small cigarettes is unchanged.

"Section 3. That upon tobacco and snuff manufactured and sold, or removed for consumption or use, there shall be levied and collected, in lieu of the tax now imposed by law, the following taxes:

"On snuff, manufactured of tobacco or any substitute for tobacco, ground, dry, damp, pickled, scented or otherwise, of all descriptions, when prepared for use, a tax of six cents per pound. And snuff flour, when sold, or removed for use or consumption, shall be taxed as snuff, and shall be put up in packages and stamped in the same manner as snuff.

"On all chewing and smoking tobacco, fine cut, cavendish, plug or twist, cut or granulated, of every description; on tobacco twisted by hand or reduced into a condition to be consumed, or in any manner other than the ordinary mode of drying and curing, prepared for sale or consumption, even if prepared without the use of machine or instrument, and without being pressed or sweetened; and on all fine cut shorts and refuse scraps, clippings, cuttings and sweepings of tobacco, a tax of six cents per pound.

"That the Internal Revenue tax on cigars or cigarettes weighing more than three pounds per thousand shall be three dollars per thousand; and the tax on cigars weighing not more than three pounds per thousand shall be eighteen cents per pound, and on cigarettes weighing not more than three pounds per thousand, and of a wholesale value or price of not more than two dollars per thousand, shall be eighteen cents per pound; and the tax on cigarettes weighing not more than three pounds per thousand, and of a wholesale value or price of more than two dollars per thousand, shall be thirty-six cents per pound; and all such cigars and cigarettes weighing not more than three pounds per thousand shall for purposes of taxation, be held and considered as weighing three pounds.

—Mr. E. F. Du Brul, of the Miller, Du Brul & Peters Manufacturing Co., was elected First Vice-President of the Metal Trades' Association at the late National Convention of that body, in Cincinnati.

How He Got a Varied Stock.

A South Side druggist who runs a small cigar stand in connection with his establishment, and evidently goes on the theory that "seeing is believing," has exercised his ingenuity for the benefit of his customers' taste for variety in brands of "smokes" and his own convenience, according to a western story-teller, in the following manner:

He did not care to risk the selection of a half-dozen or more different kinds of cigars, so he took two brands, three boxes of each, with which he was acquainted and which he felt willing to stand for. But when these two were placed in the case they had a lonesome look and he saw that variety was necessary if he was going to prosper to any great degree, so he put his thinker to work, and this is where his genius came to light:

It happened that the two cigars he had stocked up with were blessed with a couple of those musical compound Spanish names common to such household necessities, and with a little paper and paste six distinct and individual brands were quickly produced. With one box he covered up half the first half of the compound word; with the next he covered up the last half, and the third he left as nature made it. The same process was administered to the other three boxes which bore the other compound name, and his extensive range was complete.

The idea was accepted without question by his customers, who are not particularly well versed in Spanish and not excessively particular as to their brand of cigars; still it is somewhat amusing to see a man insist on having the contents of a certain box and refusing emphatically its neighbor, which is just the same except for a slight disfiguring in the name.

BUSINESS CHANGES, FIRES, Etc.

Alabama—Montgomery—C. T. Fitzpatrick, cigars, etc.; real estate deed, $2,300.

Illinois—Chicago—H. C. Fisher, cigars; petition in insolvency; receiver appointed. ——Jacob Jacobi, cigars; petition in bankruptcy. ——Edward Soll, cigars; sold out.

Iowa—Elgin—L. J. Balda, cigar mfr.; succeeded by Burianek & Stephanek.

Maryland—Baltimore—Henry Voneiff, importer and wholesale dealer in leaf tobacco; succeeded by Voneiff & Cruz.

Massachusetts—New Bedford—T. Lebeau, cigars, etc.; chattel mtge. $200.

Michigan—Battle Creek—L. B. Adams, manufacturer and dealer in cigars; succeeded by E. T. Messinger.

Michigan—Cassapolis—Frank D. McIntosh, cigars; G. E. Harmon succeeds.

Michigan—Fenton—George F. Nixon, cigars, etc.; removed to Flint.

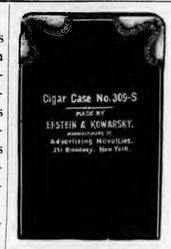
Pennsylvania—Bethlehem—Mrs. John H. Hartman, cigars and tobacco; succeeded by F. A. Krell.

Virginia—Lynchburg—Sneed & Carrington Tobacco Co., manufacturers; succeeded by Commonwealth Tobacco Co.

Virginia—Norfolk—W. A Coke & Co., cigar manufacturers, (W. A. Coke individually), trust deed. $575.

Virginia—Portsmouth—W. A. Cocke & Co., cigars; suit, $300.

Washington—Oakesdale—R. L. Nettingham, cigars; sold out to J. A. Rice.



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with CIGAR BOXES

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Thos. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. le Droit Building, WASHINGTON, D. C.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING — METAL EMBOSSED LABELS — METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS — ENGRAVING — EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

LATE REVENUE DECISIONS.

Cigar Factory Numbers.

The Commissioner has recently denied the urgent requests of several manufacturers that they be granted the privilege of manufacturing cigars under two factory numbers upon the same factory premises. The Regulations, No 8, page 66, provide that no manufacturer shall be allowed to operate more than one factory within the same limited and described factory premises, nor to have more than one factory number for such premises. This does not, however, prevent a manufacturer from operating two or more separate and distinct factories in the same building. Part of a building may be occupied for manufacturing cigars under one factory number, and another part under another number, and two or more manufacturers may operate cigar factories in the same building under different numbers, but each factory must be provided with its own storage room, work shop and packing room separate and apart from other separate bonded factory premises. If two or more factories are operated by the same manufacturer in the same building, the material intended to be used at one factory must be stored separately from material intended to be used at another factory in that building, and the two factories must be conducted separately, as though two separate persons were manufacturing the cigars in separate bonded premises. Where there is but one entrance to the building, however, the elevator, or public way in the building, may be used jointly by the several manufacturers for conveying their material and manufactured goods to and from the building.

Sale of Leaf Tobacco by Growers.

The Commissioner has once more ruled, in regard to the rights of tobacco growers, that a grower may sell tobacco of his own growth or raising, or that which he receives from his tenants as rent for land, without restriction as to the quantity sold or the business of the person to whom the tobacco is sold and delivered. This privilege is one which the farmer or grower can not delegate to another person. Further, that where a grower of tobacco sells his crop before it is severed from the land to another person the purchaser would not be privileged to resell the tobacco to consumers without payment of the tax.

A farmer or grower of tobacco may place his tobacco in the hands of a qualified dealer in leaf tobacco to be sold by him on commission, and such dealer must sell the tobacco only to other qualified leaf dealers or to qualified manufacturers of tobacco or cigars, or to persons who buy leaf tobacco in packages for export.

Any arrangement made by a farmer, or a number of farmers, with another person to sell and deliver his or their tobacco for him or them while traveling from place to place would be in violation of law. An agent who is paid a stipulated salary may travel and solicit orders for the sale of tobacco raised by another person, but he may not deliver the tobacco to purchasers, nor can he sell tobacco on commission or receive as compensation for his services the difference between the price as fixed by the farmer and the selling price.

All tobacco sold by an agent for the farmer who raised the tobacco must be delivered by the farmer, and not the agent, directly to the person who purchased the tobacco; and a farmer must sell his tobacco in the condition in which it was cured on the farm and can not stem, twist, plait, roll, sweeten or otherwise manipulate it for sale to consumers.

In reply to an inquiry whether a farmer residing in one county may remove his tobacco to another county and sell the same to farmers for consumption, and whether he has the right to strip the tobacco, but not twlst it, and sell the same to consumers, it was advised that a farmer or grower of tobacco may sell his raw leaf tobacco in the condition in which it was cured on the farm, to any person and at any place, or in any amount desired, whether the tobacco be put up in hogsheads, cases or bales, or sold and delivered loose in the hand; but that a farmer or grower is not privileged to stem, twist, roll, plait, sweeten or otherwise change the raw leaf tobacco and sell the same to consumers, as all tobacco so manipulated is regarded as manufactured tobacco and subject to tax.

Duplicate Treasury Warrants.

A collector recently advised that a large number of warrants sent out to claimants from his office had been lost in a railroad wreck, and asked whether the claimants must wait six months before they could get duplicate warrants, and whether bonds would be required in such cases. He was advised that section 3646 of the Revised Statutes, requiring six months to elapse before a duplicate check could be issued for one lost, stolen or destroyed, only applied to such checks as had been issued by United States disbursing officers and agents, and did notapply to Internal Revenuesettlement warrants issued in payment of rebate claims; and, further, that duplicate warrants are issued within a reasonable time after proper proof has been submitted showing loss of the original warrant, and that in these cases an indemnity bond is required to be executed. It was further advised that all applications for issuance of duplicates should be addressed directly to the "Treasurer of the United States, Washington, D. C.," where they would receive immediate attention. If the name of the payee is misspelled, or firm name or style is not correctly written in warrant, it can be sent directly to the Honorable Secretary of the Treasury, Office of Bookkeeping and Warrants, for correction, the applicant pointing out the error complained of and asking for proper correction. If there is an error in the amount of the warrant, that matter should be called to the attention of the Commissioner of Internal Revenue, who has these warrants compared with the records of allowed claims before they are forwarded to the collector for further record and delivery; and a mistake in the amount of the warrant, if too small, can only be corrected generally by filing a supplemental or an amended claim.

Tobacco stems, which in former years were almost thrown away, are now said to command a price of $10 a ton. A Louisville concern is now buying practically all the stems from Owensboro factories. Formerly these stems were sold to farmers or shipped to fruit growers in Florida to be used as a fertilizer. Then the price ranged from $3 to $5 per ton. Now the price paid is $10 per ton, and the stems are manufactured into a useful tobacco product.

PATENTS RELATING to TOACCO, Etc.

697,601 Match box; Siron Biren, assignor to F. Katz, Brooklyn, N. Y.

697,706 Guide-plate for cigar-wrapper cutting machines, Napoleon DuBrul, Cincinnatti, Ohio

697,511 Machine for treating tobacco stems; David C. Mayo, assignor tc W. G Moseley, Richmond, Va.

697,512 Machine for drying leaf tobacco; David C. Mayo, assignor to W. G. Mayo, Richmond, Va.

697,514 Match box filling machine; Louis L. Mettewie, Rochet, and A. Beeck, assignors to La Societe Anonyme de Machines Industrielles, Brussels, Belgium.

35,865 Design—Cigarette box; George P. Butler, New York city.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER
PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
DEALER IN LEAF TOBACCO
FACTORIES: DETROIT, MICH. COVINGTON, KY.
40 W. Orange St. Lancaster, Pa.
Our Leading Brands.
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP.
For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE KLEINBERG'S **Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

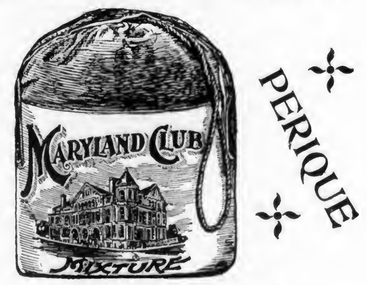
Bege Bros. Manufacturers of Cigars
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TRADE will Follow

the introduction of the

High Grade Seed and Havana **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER,

"Wise men ne'er wail their present woes, but presently prevent the ways to wail."

We have a tonic for your business in our line of cigars that will make you take an optimistic view of life.
We can tell you more in a letter, if you will but ask us.

CHIEF RABBAN 10c. LADY MAR
WYOMING ELK MEASURE FOR MEASURE 5c.

Penn Cigar Company,
Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 18. | PHILADELPHIA, APRIL 30, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

LIBRARY. RECEIVED

S. & A. Lampat

Schroeder & Arguimbau,

Successor to Schroeder & Bon,

No[illegible] Water Street,

[illegible] York.

MUTILATED PAGE

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 Water Street. = New York

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

MUTILATED PAGE

E. ROSENWALD & BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145

Water Street,

New York

H. DUYS, JR.

Importer of Sumatra

No. 160 WATER STREET. = NEW YORK

OUR MOTTO

SUPERIOR GOODS

REASONABLE PRICES

Branch of the Amsterdamsche Tabakshandelmaatschappy

INTENTIONAL SECOND EXPOSURE
MUTILATED PAGE

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XVIII.—By a Fountain in Cairo.

By JOHN W. SURBRUG, of the Surbrug Co.

The scene and the memories which lead away from it and back again ensorcel me. Yes, I know "bewitch" would be a more familiar word, but I use the stranger one because it expresses my precise meaning, and because I want to take you by the quickest route to that gorgeous oriental place which the only tobacco man who ever became a king, and who, while a king, was every inch a king, created out of the wreck he made of Cairo in order to get rid of the Mamelukes.

Of course, I am speaking of Mohammed Ali, by whose fountain, on this moonlit night in January, I am sitting. Not far off is the alabaster-columned marble mosque within whose walls all that is mortal of this immortal reposes.

The strong personality which was his in life makes it easy for the imagination to present him as he was in his youth in his native Roumelia, with his stock of tobacco on his broad shoulders, or in panniers upon the ass he is driving. Did he have the same worries and cares, I wonder, that other tobacconists have? Rather more than his share, I think, else would he have stuck to trade and become a rich merchant, rather than a poor soldier with nothing but his sword for friend. Did he ever regret, in the throned splendor of his later years, the modest happiness of his youth, when to turn his tobacco into gold was his sole concern? He has not told us, but of this I am sure, namely that always, throughout his career he took that view of men and of events that was most natural to a tobacco man. In the ranks when fighting his way upward; at the head of his columns when he became a General, and on the throne of Egypt, he was always a man of tobacco, genial in manner, of courteous discourse, of broad views; in short, like all of us, a philosopher of the weed. And how he loved tobacco! and how, when the power was his, he fostered the cigarette industry of Cairo and taught those engaged in it there to build up their fortunes at the expense of their competitors at Constantinople! Great was Mohammed Ali! The plashing fountain by which I sit sings that song into my ears, and I credit it gladly.

THE MOHAMMED ALI FOUNTAIN, IN CAIRO.
[This picture is published through the courtesy of Rev. John Wright, D.D., of St. Paul, Minn.]

And then the humor of the man! So mellow in its constant flow, so free from bitterness of every kind, so tender of the feelings and the raw places in others! All were those of the man of tobacco, of the man who never really knew any other thing one half so well as he knew tobacco. He was forty-seven years of age before he learned to read and write, and yet his tact and courtesy were consummate. Exactly what is to be expected of any tobacconist.

I am not telling the story of his life; I am merely babbling about him to the accompaniment of the music of his fountain.

Once, when he spoke of his own career, he used words which precisely described conditions with which every tobacconist who has made his own way in the world is familiar: "I had to begin," he said, "by scratching the soil of Egypt with a pen; I have now got to cultivate it with a spade; but I mean to have all the benefit of a plough."

In his sixtieth year, when he was still vigorous, he might have sat for the portrait of a prosperous retailer of tobacco in some part of the Orient. He was a thick-set man, but not corpulent. His features were remarkable neither for beauty nor the reverse; "but if ever man had an eye that denoted genius," says one of his biographers, "Mahommed Ali was that person. Never dead nor quiescent, it was fascinating like that of a gazelle; or, in the time of storm, fierce as the eagle's!"

His dress was always tobacco brown in color, and for that touch of consistency I love him all the more.

And then his courtesy to the ladies! Always that of the trained tobacconist. You know his son, Toussoon—I shall not insult you by an easy pun upon this name—died of love. You will find the story in the books.

And do not forget, either, that if this tobacconist had not gotten rid of the Mamelukes and made Egypt what it is now, I wouldn't be sitting alone at midnight in my trousers and cutaway—and a few other necessary articles of dress—in Cairo, and there would be no winter colony of Europeans and Americans flocking hither to spend their money with princely hands in the pursuit of pleasure or of health.

No, my brothers, without Mohammed Ali there would have been no modern Egypt, no plashing fountain in Cairo, no gambling in the Ghezireh palace, and—worst thought of all—no Egyptian cigarettes. All these things, which we account blessings because we find them to be pleasant, are the creations of the little Roumelian tobacco peddler whose memory is so sweet.

And now for the solid meat of this whole matter, after the moonlight and the fountain, and the memories that ensorcel me: One tobacconist became a real king upon a real throne because he saw and grasped his opportunities successively as they arose. Thrones are few, but tobacconists and opportunities are legion. Wherefore, brothers, onward!

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

122 North 3rd St.

K. STRAUS A. LOEB

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The States from the Cigar Man's Point of View.

XXXVII.

NEBRASKA.

If the crops in Nebraska are as good in 1902 as they were in 1901, the farmers, it is predicted, will literally be weltering in money. Good luck to them. They will know how to use it, for if there is upon this planet another community so large as that of Nebraska dependent almost wholly upon agriculture for its wealth, as are the people of Nebraska, who are as sane as the Nebraskans, the world has yet to hear of them.

No commercial class in the Union will rejoice more at the prosperity of Nebraska than that class which lives by the manufacture and sale of cigars. Nebraska has been a good cigar state from the days when Omaha was a string of wooden shacks, and as the people progressed in material well-being and in culture, it has become better and better, so that to-day it is one of the very best cigar states in the Union.

Omaha is a very large cigar distributing center, and Lincoln is a close second. The leading jobbers of Omaha are John Alperson, Sherret Cigar Co., Duffy & Co., The Continental Cigar Co., Meyer, Moritz Cigar Co., Kaufman & Co., Charles A. Tracy, Wm. Stockers Cigar Co., O. D. Kiplinger, Robertson Bros., and M. A. Todd.

Those of Lincoln are Wm. Seelenfreund, P. A. Brown & Co., Marquette-Teft Cigar Co., Frank Du Teil, Fred. A. Povell, and A. W. Johnson & Co.

It is the five cent cigar, of course, which is in most general demand throughout Nebraska, and these are freely advertised in the newspapers of the state by many of the big Eastern manufacturers. Omaha and Lincoln, which are each populous with men of culture and of steadily growing wealth, are good markets for the finer grades of seed and Havana and clear Havana cigars, and houses like Y. Pendas & Alvarez, M. Stachelberg & Co., The Erlich Manufacturing Co., Sanchez & Haya, The H. H. Gato Cigar Co., and others have a valuable clientele in each of these two cities.

The schools, newspapers and theatres of Omaha are excellent. The people who are educated at these schools and who buy the newspapers and fill the theatres are well-to-do, amiable and judicious. No prosy newspaper could live in Omaha, and no barnstormer has ever prospered there. These things being so, is it any wonder that the people of Omaha are discriminating judges of cigars?

How Beautiful.

A stick, a piece of orange peel,
The stump of a cigar,
Once trodden by a princely heel,
How beautiful they are.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MAchine in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

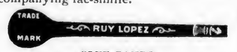
CIGAR STORE; good corner, established trade, mostly 5 and 10c goods, receipts running nicely, for sale very reasonably. Address DEALER, Box 127, Care of The Tobacco World. 4-9-4

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic TOBACCO

WHOLESALE AND RETAIL.

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF **LEAF TOBACCO**

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. **15 North Tenth St.**
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St.
Philada.

HENRY M. WEAVER & SON,
Manufacturers of **Cigar Manufacturers,**
"Americanos" Cigars and **Sixth & Race Sts.**
Weaver's Original Havana Shorts, Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at **10 cents** per week.
We make to order **Copper Dies in Blocks,** any name, **30 cents each.**
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to **THE UNIQUE CIGAR MACHINE CO.,** Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

THE TOBACCO WORLD

Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.
Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 30, 1902.

The Common Law Is Sufficient.

There has been a good deal of hysteria and more or less demagogism in our anti-trust legislation. That is not surprising, because the combinations to which the name of trust has been applied are of unprecedented magnitude and it is natural that people should fear a misuse of the enormous power of aggregated capital. It has seemed to many that new laws were required to deal with conditions which were in one sense new.

In reality, however, the conditions are not new in their essence. In kind they are very old; it is only in degree that they are new. The common law dealt with pretty much every kind of monopoly centuries ago and the slow processes out of which this law emerges have made it just. At least they have made it far more just than statutes framed at a time of popular excitement are likely to be.

It is time that we were past the hysterical stage in dealing with the combines. It is time that we should recognize the fact that they are not a new species of monster; that some of them may be essentially monopolies, while some of them may be wholly innocent; that the common law is sufficient to cover the case of those which are not innocent, and that there is nothing to be gained and much to be lost in persecuting those that are innocent.

Of course, there should always be held in reserve the power of public regulation of a monopoly, but it may be hardly less important to bear in mind that self-interest is often a better regulator even of monopoly than a public agency.

THE LADY MAR LABEL.

"A Thing of Beauty Is a Joy Forever."

The above is the motto adopted by the Penn Cigar Co., of Reading, Pa., in some of their advertising matter, as will be seen by their special announcement in this issue of The Tobacco World. And there is really more truth in this saying than poetry; for in the present day of universal activity a cigar manufacturer adopts a striking label as a means of more quickly catching the eye, and to create an immediate desire to try the product. Then if, fortunately, the manufacturer has offered an article of merit and one that pleases the palate of appreciative smokers, he has indeed won an important position in his fight for larger and successful sales.

It is, perhaps, possible to secure an even more expensive label than the Lady Mar has been, but therein these manufacturers have gained a point of vantage for it is sufficiently beautiful to do homage to an even higher grade of goods, but by reason of its extreme beauty and moderate cost the manufacturers are enabled to expend the difference in the cost

on the quality of goods made under this brand, which they claim is in every way essentially a 10c cigar that is being sold to the jobbing trade at a price enabling their distribution at a figure so low that retailers can sell them at 5c straight, and have a very fair margin of profit.

The Lady Mar is a hand-work product, of the choicest tobacco, and carries a fine Sumatra wrapper.

In the launching of the Lady Mar brand of cigars the Penn Cigar Co. endeavored to embody every essential of a product that is destined to become ultimately successful. Its quality the firm guaranteed, and they have certainly not overlooked the idea of beautifying the package for the purpose of more immediate attractiveness, for in this particular they have been signally successful. It has been declared by art critics that the Lady Mar label is one of the handsomest that adorns a cigar box.

The Lady Mar cigar, which is a strictly five-cent piece of goods, has been already successfully placed with the trade, and duplicate orders are beginning to arrive.

The trimmings of the package throughout are in full harmony with the label.

The goods are made in several shapes and sizes, and all are Sumatra wrapped.

R. & B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH — NEW YORK

Importers of **Sumatra Tobacco**
Cable Address: "HIRSCH."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 — **Office, 183 Water St.**
Amsterdam, Holland. NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples. East Petersburg, Pa.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

K. STRAUS A. LOEB

122 North 3rd St.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The States from the Cigar Man's Point of View.

XXXVII.

NEBRASKA.

If the crops in Nebraska are as good in 1902 as they were in 1901, the farmers, it is predicted, will literally be weltering in money. Good luck to them. They will know how to use it, for if there is upon this planet another community so large as that of Nebraska dependent almost wholly upon agriculture for its wealth, as are the people of Nebraska, who are as sane as the Nebraskans, the world has yet to hear of them.

No commercial class in the Union will rejoice more at the prosperity of Nebraska than that class which lives by the manufacture and sale of cigars. Nebraska has been a good cigar state from the days when Omaha was a string of wooden shacks, and as the people progressed in material well-being and in culture, it has become better and better, so that to-day it is one of the very best cigar states in the Union.

Omaha is a very large cigar distributing center, and Lincoln is a close second. The leading jobbers of Omaha are John Alperson, Sherret Cigar Co., Duffy & Co., The Continental Cigar Co., Meyer, Moritz Cigar Co., Kaufman & Co., Charles A. Tracy, Wm. Stockers Cigar Co., O. D. Kiplinger, Robertson Bros., and M. A. Todd.

Those of Lincoln are Wm. Seelenfreund, P. A. Brown & Co., Marquette-Teft Cigar Co., Frank Du Teil, Fred. A. Povell, and A. W. Johnson & Co.

It is the five cent cigar, of course, which is in most general demand throughout Nebraska, and these are freely advertised in the newspapers of the state by many of the big Eastern manufacturers. Omaha and Lincoln, which are each populous with men of culture and of steadily growing wealth, are good markets for the finer grades of seed and Havana and clear Havana cigars, and houses like Y. Pendas & Alvarez, M. Stachelberg & Co., The Erlich Manufacturing Co., Sanchez & Haya, The E. H. Gato Cigar Co., and others have a valuable clientele in each of these two cities.

The schools, newspapers and theatres of Omaha are excellent. The people who are educated at these schools and who buy the newspapers and fill the theatres are well-to-do, amiable and judicious. No prosy newspaper could live in Omaha, and no barnstormer has ever prospered there. These things being so, is it any wonder that the people of Omaha are discriminating judges of cigars?

How Beautiful.

A stick, a piece of orange peel,
The stump of a cigar,
Once trodden by a princely heel,
How beautiful they are.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MAchine in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

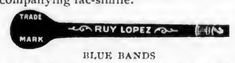
WHEN IN NEED of any machines, tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

CIGAR STORE; good corner, established trade, mostly 5 and 10c goods, receipts running nicely, for sale very reasonably. Address DEALER, Box 127, Care of The Tobacco World. 4-9-4

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York. TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.

RUY LOPEZ CA.

Dated March 1st, 1902. 3-19-10t

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

IMPORTER OF

S. Weinberg, Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF **LEAF TOBACCO**

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.

Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. **Gumpert Bros.**
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St.
Philada.

HENRY M. WEAVER & SON,
Cigar Manufacturers,
Manufacturers of "Americanos" Cigars and Weaver's Original Havana Shorts,
Sixth & Race Sts.
Philad'a.
Sole Agents for **Natural Leaf Smoking Tobacco.**

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

THE TOBACCO WORLD

Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

APRIL 30, 1902.

The Common Law Is Sufficient.

There has been a good deal of hysteria and more or less demagogism in our anti-trust legislation. That is not surprising, because the combinations to which the name of trust has been applied are of unprecedented magnitude and it is natural that people should fear a misuse of the enormous power of aggregated capital. It has seemed to many that new laws were required to deal with conditions which were in one sense new.

In reality, however, the conditions are not new in their essence. In kind they are very old; it is only in degree that they are new. The common law dealt with pretty much every kind of monopoly centuries ago and the slow processes out of which this law emerges have made it just. At least they have made it far more just than statutes framed at a time of popular excitement are likely to be.

It is time that we were past the hysterical stage in dealing with the combines. It is time that we should recognize the fact that they are not a new species of monster; that some of them may be essentially monopolies, while some of them may be wholly innocent; that the common law is sufficient to cover the case of those which are not innocent, and that there is nothing to be gained and much to be lost in persecuting those that are innocent.

Of course, there should always be held in reserve the power of public regulation of a monopoly, but it may be hardly less important to bear in mind that self-interest is often a better regulator even of monopoly than a public agency.

THE LADY MAR LABEL.

"A Thing of Beauty Is a Joy Forever."

The above is the motto adopted by the Penn Cigar Co., of Reading, Pa., in some of their advertising matter, as will be seen by their special announcement in this issue of The Tobacco World. And there is really more truth in this saying than poetry; for in the present day of universal activity a cigar manufacturer adopts a striking label as a means of more quickly catching the eye, and to create an immediate desire to try the product. Then if, fortunately, the manufacturer has offered an article of merit and one that pleases the palate of appreciative smokers, he has indeed won an important position in his fight for larger and successful sales.

It is, perhaps, possible to secure an even more expensive label than the Lady Mar has been, but therein these manufacturers have gained a point of vantage for it is sufficiently beautiful to do homage to an even higher grade of goods, but by reason of its extreme beauty and moderate cost the manufacturers are enabled to expend the difference in the cost

on the quality of goods made under this brand, which they claim is in every way essentially a 10c cigar that is being sold to the jobbing trade at a price enabling their distribution at a figure so low that retailers can sell them at 5c straight, and have a very fair margin of profit.

The Lady Mar is a hand-work product, of the choicest tobacco, and carries a fine Sumatra wrapper.

In the launching of the Lady Mar brand of cigars the Penn Cigar Co. endeavored to embody every essential of a product that is destined to become ultimately successful. Its quality the firm guaranteed, and they have certainly not overlooked the idea of beautifying the package for the purpose of more immediate attractiveness, for in this particular they have been signally successful. It has been declared by art critics that the Lady Mar label is one of the handsomest that adorns a cigar box.

The Lady Mar cigar, which is a stictly five-cent piece of goods, has been already successfully placed with the trade, and duplicate orders are beginning to arrive.

The trimmings of the package throughout are in full harmony with the label.

The goods are made in several shapes and sizes, and all are Sumatra wrapped.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN

The Story of Mohammed Ali.

Mohammed Ali, the most famous and successful ruler of Egypt since the days of the original Pharaohs, for he died peacefully upon the throne which he had won for himself, was born in Cavula, Roumelia, in 1769. He was of very humble parentage, and in early life earned a livelihood by peddling tobacco.

He was still a young man when he joined the Turkish army under the Capitan Pasha. This was at the time when the British were fighting Napoleon in Egypt. The young soldier quickly rose and, as aga at the head of three hundred Albanians and Roumelists, distinguished himself on the march on Cairo, after the battle in which Abercrombie fell,—having been the first to enter Rahmanieh on the evacuation of that place prior to Napoleon's attempt to conquor the country by the French. Egypt had long been under the sway of the Mamelukes, and no sooner were the French expelled and the English about to leave, than these old feudal chieftains who had been squelshed both by the French and the English, raised their heads once more and that is just where they put their foot in it, for the eagle eye of the young adventurer from Cavula at once perceived that since the Mamelukes, survivals of Egypt's foolish past, were the only power to be dreaded, he was safe in matching himself against them. The struggle was a long one, but in the end Mohammed Ali won. He got the Mamelukes into his power by treachery and murdered them in cold blood, it is true, but the Mamelukes themselves had been deceitful murderers for centuries, and all Egypt was glad to be rid of them. The Mamelukes disposed of, Mohammed Ali was secure upon his throne as Pasha of Egypt, but before that he had, of course, to mount by the methods of the self-seeking ambitious soldier. His progress was no less bloodthirsty, perhaps, than that of any other Oriental adventurer, but it is to be remarked that Mohammed Ali always had the army with him. He was of course a rebel to the Sultan at Constantinople whom he hated, and whom he once came very near deposing, but that made no difference in Egypt. Egypt has always been a thorn in the side of every power, not domiciled on Egyptian soil that has held it, and since Mohammed Ali was the forceful, resourceful, cool headed, large brained man that he was, it is small wonder he carried his fellow soldiers with him and wrested the fertile land of the Pharaohs from the feeble grasp of the Sultan. Were his great great grandson, the present Khedive, as strong a man, there can be little doubt that England would not hold Egypt as a fief.

THE GREAT MOHAMMED ALI,
Tobacconist, Pasha of Egypt,
Who Was in Every Sense a Peach.

The world outside of Egypt owes a debt to Mohammed Ali which it willingly pays It is owing to his enlightened policy that Egypt is a land which it is safe for Christians to visit. In the old Mameluke days Egypt was not only a forbidden land, but a bloody land and the foot of the unbeliever rarely echoed in the streets of her cities. Mohammed Ali built Cairo anew. He made it a ruin first, as he had to do in order to possess it, but he left it the beautiful place it is to-day.

As Mr. Surbrug says in his very beautiful chapter of The Comic History of Tobacco By Divers Hands, published to day, it is owing to Mohammed Ali's fostering care that the cigarette industry was established in Cairo. In this matter he was actuated it is true. The creation of a large cigarette industry in Cairo was just so much taken away from the Sultan whom he disapised.

Mohammed Ali reigned long upon the throne of Egypt He died at the age of eighty. Had his first born son, Toussoon, survived him, it is possible that the history of Egypt from 1848 when Mohammed Ali died, down to our own day, would have been more brilliant than it has been, for Toussoon was the only one of the sons of Mohammed Ali who in strength of character was at all like his father.

It was estimated at the time of Mohammed Ali's death that his personal income had been for years a little over 30,000,000 dollars.

Not bad for a man who began life as a tobacco peddler, is it?

Aguey-Nabas for the Coast

Charles Meissner, Capt. Mike Flaherty's hustlling junior, left on April 28 for a trip to the west as far as San Francisco.

His grip is filled with the "Aguey-Naba" and "La Flor de Capara" brands of Porto Rican cigars, manufactured by M. Sola e Hijos. These brands, which are great favorites in Philadelphia and New York, are handled by Rinaldo Bros. & Co., of San Francisco, and the Hymen Cigar Importing Co., of Denver, Col. These connections in the west Mr. Meissner will aim to strengthen, but he hopes to extend the vogue of the Aguey-Naba and La Flor de Capara brands in other sections of the West.

Justice in Bucks County.

New York leaf merchants have frequently complained that whenever they have been compelled to bring suit against Pennsylvania courts they have usually found that justice was a matter of local pride with juries.

The firm of I. J. Schoener & Co., of 169 Water street, sold to A. F. Muehlhauser, a cigar manufacturer of Quakertown, 7 bales of Havana tobacco in bond. Mr. Muehlhauser paid for 2 bales and returned the other five. The seller refused to accept the 5 bales and notified the buyer that they had been stored at his expense and that at the expiration of the time when payment for them was due suit would be brought for the amount of the purchase price.

Suit was brought and the case was tried at Doylestown, the county seat of Bucks County, on April 21, before a local jury.

The plaintiffs were represented by Hon. Henry Lear, of Doylestown, and Albert H. Kittleman, of Quakertown. The defendant's attorneys were Mr. Yardley and John V. Onimeren. The only witnesses called by the plaintiffs were I. M. Jacoby, a member of the firm of I. J. Schoener & Co., and M. Bauml, the firm's salesman, who testified as to the sale. The plaintiffs rested their case upon this testimony.

Mr. Jacoby says that the main effort of the defense was to prove that six bales out of the seven were not up to sample. One of the witnesses for the defence was a German cigarmaker in Mr. Muehlhauser's factory who spoke a very Weber & Fieldsian dialect.

"I haf dot fega zix zeers," this witness is reported to have said, "und id voss not like de before fega zix. It hass blackrot, green colors und rett und yellow, but won't burn. It looks like Hafana but I don't know vedder it voss Hafana. Ve smoked all der samples und it voss very batt."

Mr. Jacoby says the defendant won his case on the plea of his counsel, which was, in the main, a stump speech against the good character of New York leaf salesmen, and a plea to the jury to stand by their fellow Pennsylvanian, Mr. Muehlhauser.

Anyhow, the jury brought in a verdict in favor of the defendant.

F. Eckerson & Co.
255 N. Third St.
Philada.
OFFER THE TRADE
The Very Best
HAVANA
TOBACCOS
at the
Lowest Prices

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. V. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

Low Insurance on Leaf.

F. C. Linde, Hamilton & Co., the well-known warehousemen of New York, announce that they have introduced improvements into their bonded warehouses which reduce the basis rate of insurance as follows: On 182 Pearl street to 22.5; on 186 Pearl street 25.9; and on 188 Pearl street 29 5.

Merchants having goods in these stores may secure the benefit of these reductions by communicating the fact to their insurance brokers.

El Buen Tono Co. Sells Out.

Wise & Lichtenstein on April 23 negotiated the sale to the Surbrug Co., of all the American business of the El Buen Tono Co., of the City of Mexico.

The purchaser acquires the brands "Redtop," "Goldtip," "Preciosos," "Lamascota" and others, all the machinery, stock of Mexican tobacco on hand, and other merchandise at the El Buen Tono Co's offices at 1261 Broadway, New York.

The Surbrug Co. will henceforth manufacture the brands mentioned above.

The directors of the El Buen Tono Co. have in the vast business, which the company does in Mexico and with Europe, so much upon their hands that they could not give the business in New York the attention it required. Hence the sale to the Surbrug Company.

The store at 1261 Broadway is to be closed, and the Surbrug Co. will manufacture its Mexican cigarettes in Reade street, New York.

New Cigar Posters.

The American Lithographic Co., has just gotten out some new three sheet posters for cigar manufacturers which are unusually artistic.

The latest of these posters are for the "Joe Wheeler" nickel cigar manufactured by Elmer E. Kirkland & Co., of Binghamton, and the "Tom Keene" nickel cigar manufactured by Bondy & Lederer, of New York city.

Mr. "Pro." Back in Harness.

Morris Prochaska, known all over the United States for the past forty years as Mr. "Pro.", who recently retired from business upon the dissolution of the firm of M. Prochaska & Son, has re-entered the lists of cigar manufacturers. He has established himself in business in New York city at the northeast corner of Maiden Lane and Pearl street.

The trade in New York is delighted to have Mr. "Pro." back again.

The Rotterdam Inscription.

Rotterdam always holds its own inscriptions at which Sumatra tobaccos grown by plantation companies backed by Rotterdam capital are offered for sale.

The first Rotterdam inscription of the season of 1902 took place on April 23.

A. Cohn & Co. secured 290 bales of the P. v. d. H and P. v. d. K.

Joseph Hirsch & Son bought 100 bales of the R. D. M. Arnhemia Delis, and concerning this purchase Jos. Hirsch cabled his house in New York that the tobacco was the finest he had seen in Holland this year.

E. Spingarn & Co. also secured a quantity of the Arnhemias.

S. Rossin & Sons purchased 75 bales of the same mark, and 65 bales P. v. d. A. H.

Other purchasers of various marks were, Sutter Bros., 100 bales; F. & E. Cranz, 75 bales and the American Cigar Co , 150 bales.

Cigar Plans of the Continental.

On and after May 1, the Continental Tobacco Company, which has already made the greatest cigar success on record with the "Florodora," will purchase the entire output of 5-cent cigars of the American Cigar Co. including the "Geo. W. Childs," "Cremo," "Fontella," "Jackson Square" and other well-known brands and will handle and distribute them in connection with its output of plug and fine cut chewing tobaccos.

Over two hundred of the salesmen employed by the Continental Tobacco Co. were at the company's headquarters in New York last week receiving instructions as to their new duties under the above named arrangement with the American Cigar Co.

To Buy Philippine Leaf.

M. H. Irvine has received instructions to proceed to Manila for the purpose of investigating the availability of the tobacco of the Philippine Islands for the cigars manufactured by the American Cigar Co.

New York Leaf Board to Move.

The New York Leaf Tobacco Board of Trade and Mandelbaum Bros., its counsel, will remove their joint offices on May 1 from 178 Pearl street to 96 Wall street.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

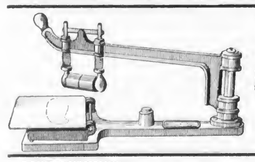
GEO. SCHLEGEL 138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE: 573 BOURSE BLDG. H. S. SPRINGER, Mgr. CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr. SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

I. J. SCHOENER & CO. IMPORTERS & PACKERS LEAF TOBACCO 182 WATER STREET. NEW YORK. CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS, IMPORTERS OF Havana, Sumatra AND DEALERS IN Seed Leaf Tobaccos. 177 PEARL STREET. NEW YORK

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.; Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Late News from Havana

During the week ended April 21 there was considerable buying in the Vuelta Abajo district. Prices in general are running high but the tobacco, while the crop this year has been shorter than usual, will probably yield much wrapper leaf. Last year's crop contained altogether too many colas.

In the Vuelta Arriba.

Advices from the Vuelta Arriba district are to the effect that the crop will be short and prices high. In the country there is next to nothing left of the last crop.

Sales of Remedios in Havana.

It is an open secret that a number of sales of Remedios have been effected of late in Havana, but for some reason buyers and sellers are keeping mum on the subject. Prices for first and second capaduras are mounting.

American Cigar Co's. Purchases.

Manuel Higuera, representing the American Cigar Co., has been negotiating for a lot of about 200,000 matules (bundles of tobacco of which 45 are needed to make a bale) in Puerta Golpe belonging to Suarez y Besu and by this time the deal has probably been carried through.

Buyers in the Vuelta Abajo.

Representatives of the houses of Campano, Garcia & Co., Herez Saiz & Co., Bruno Diaz, Antero Gonzalez and others are buying in the Vuelta Abajo.

Gustav Salomon & Bros. started their Vuelta Abajo packing in Consolacion del Sur last week. Their packing in Guira de Melena is running along smoothly under the competent direction of Pepe Ortega.

Rains in the Tumbadero District.

The rains which fell recently in Havana and vicinity extended to the Tumbadero district and farmers in Alquizar, Artemisa, San Antonio de los Banos, Govea, Guira de Melana, Gabriel and Salud, besides a few other towns, were in most cases able to bundle their tobacco.

Neuhaus, Neuman & Co's. Fine Crop

Neuhans, Neuman & Co. have finished bundling on their farm "Gloria." They have a remarkably fine crop which will probably become the property of the American Cigar Co.

Adolfo Moelles also has a very fine crop. He has finished bundling on his two plantations. He left on April 26, for a visit to his trade in the United States.

Receipts of Leaf from the Country

Last week's receipts from the country were:

Remedios, 2,395 bales, Vuelta Abajo, 225 bales, Partido, 103 bales, Matanzas, 3 bales, making a total of 2,726 bales, and, since the first of the year, a total of 69,319 bales.

$3,000,000 a Year in Gifts

It is estimated that the total value of the presents distributed each year by the Continental and American Tobacco Companies in exchange for box fronts, "Florodora" bands and tags from chewing tobaccos is fully $3,000,000.

The distributing center whence these presents go to their recipients is St. Louis and the work is in charge of C. Hy. Brown. It requires a number of huge warehouses in which to store the variegated merchandise which the companies give away.

John J. McGarry's Estate Wrecked.

Surrogate Church, in Brooklyn, signed an order on April 26 requiring Seymour D. Thompson, special guardian of the children of the late John J. McGarry, to show cause on May 9 why the administrators should not be permitted to release Randolph Guggenheimer from a conditional contract entered into between Mr. McGarry and Randolph Guggenheimer.

On January 30 last McGarry, who was President of the Cuban-American Manufacturing Company, pledged his holdings amounting to 996 shares of the capital stock to Mr. Guggenheimer for a loan of $70,000. The notes were not paid and there is due considerable interest. Mr. Guggenheimer offers to surrender the notes, retaining the stock.

Mrs. Deila McGarry, mother of John J. McGarry filed her answer on April 26 to the suit brought against her by the National City Bank to recover $15,000, the amount of a note with her indorsement upon it. Mrs. McGarry denies that she indorsed the note. Mrs. McGarry's name is also on other notes held by various banks and trust companies and in each case she denies having placed her name thereon.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

That May Day Auction in Hartford.

The reason why the farmers of Connecticut, whose 40 cases of shade grown Sumatra go under the hammer on May 1, changed the place of the auction from New York to Hartford at the last moment, is the farmers' determination to economize. In holding the auction at Hartford the farmers have ignored the recommendation of the New York and Philadelphia leaf brokers who have given so much valuable time free gratis and for nothing to this shade-grown leaf, for at the famous conference in the Gold Room at the Holland House last winter Messrs. Vetterlein, Ruth, Seymour, Flaherty and Ertheiler gave it as their unanimous opinion that New York city was the best place in which to hold the auction. The farmers' sales committee and Prof. Milton Whitney of the Agricultural Department made inquiries as to auctioneer's charges in New York. They found these would be 5 per cent. There was no inducing the auctioneers to take a smaller figure. It is said the auctioneer in Hartford is content with one half of one per cent, just one tenth what the New York auctioneers wanted. This is the real reason why the change was made, although some persons professing to know say that that wasn't the reason at all, but that the shift was was made because the farmers were afraid, if the auction were held in New York that a so-called "Sumatra clique" would "bear" prices. The fact is that if there is any such "clique" it can get in its work as easily at Hartford as in New York.

That the farmers expect to realize at auction for their shade-grown Sumatra from $1.50 to $2 a pound is well understood in the trade. If it is worth that price it will fetch it and no one will be very sorry. Every article of merchandise is worth, upon a final analysis of values, exactly what it will bring and no more, and the supreme test is an auction sale.

A New York leaf merchant who has himself grown Sumatra under shade in Connecticut and who admits that he has not seen any of the samples of the tobacco which is to go under the hammer at Hartford on May 1, says that his own tobacco, upon which he had built very great expectations when it first came out of the sweat, has turned out a severe disappointment.

"It is domestic leaf after all," he said, "and not Sumatra. The leaf is either too short — ten inches, or too long—thirty inches. The veins are too near together and too wiry. It cost me over $1.25 a pound to raise it. I had only a small crop and I haven't disposed of more than half of that. But, my own experiment aside, I shall not be sorry if the farmers of Connecticut have grown a better leaf than I grew and that they get for it all that they hope to get."

Sumatra by the "Ryndam."

The Holland-American Line steamer "Ryndam," which reached New York from Rotterdam on April 28, brought 1,504 bales of Sumatra, most of it, it is thought, tobacco purchased at the second inscription.

Following is the list of consignees:

Leonard Friedman & Co.	274
E. Rosenwald & Bro.	230
Jos. Hirsch & Son	217
Rothschild & Bro.	179
Laverge & Schneider	168
Simon Auerbach & Co.	152
A. Cohn & Co.	150
Sutter Bros.	127
H. Duys, Jr.	116
Uuited Cigar Manufacturers	82
G. Falk & Bro.	38
Order	35
F. & E. Cranz	18
S. Rossin & Sons	10
Knauth, Machod & Kuehne	5
John H. Goetze & Co.	3

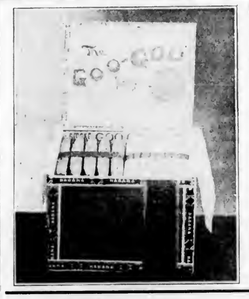
The steamer "Rotterdam," which left Rotterdam for New York on April 24, has on board 1,800 bales of Sumatra.

New York Leaf Market.

If the account books of the leaf merchants of New York were thrown open for inspection, it would be found, without doubt, that they are all doing about as well as they did this time last year. Nevertheless the market is totally lacking in buoyancy. The new Sumatra is going out in sample pound packages and presently orders for bales and bale lots will be coming in.

The Havana men are cheerful and contented. One broker says gleefully, that during the past three weeks he has been the medium through which over 2,000 bales of Santa Clara leaf have changed hands. All of this tobacco is still in Cuba.

In domestic leaf no large individual transactions are to be recorded.


This is the Cigar that will help you out in 1902.
A 3-cent Cigar of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.
WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.
E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

Philadelphia Tobacco Pencilings.

Philadelphia connoisseurs are now being treated to a new brand of Egyptian cigarettes. It is the "Mogul" of the S. Anargyros branch of the American Tobacco Co., and some very ambitious window displays throughout the central part of the city, consisting of unique and attractive designs in Moorish effects with a neat array of sample boxes of the new goods. The goods are put up in 15, 20 and 25c packages, and it is said that they are designed to be put out in opposition to a brand made by a local firm, who have built up an enviable reputation for their goods in a few years. The windows of I. Lowengrund, at 3d and Market, C. L. Parke, at 936 Arch, M. Lifshetz, 10th and Arch, Coane & Patterson, 9th and Arch, and numerous others have been elaborately decorated. Duncan & Moorhead, at 511 Chestnut street, are distributing the goods.

The Provident Life & Trust Co., at 4th and Chestnut streets, owners of the premises occupied by W. H. O'Keefe, the popular cigarist at 38 S. 4th street, have decided to erect a new building on the site. Mr. O'Keefe has secured a new store at 34 S. 5th street, which is within a block of his present place, and will proceed to fit it up at once. It is to be made one of the most attractive stores in that section, and no effort will be spared in making it one of the most beautiful in the city.

Our local manufacturers are now somewhat better satisfied with trade conditions, as an improved feeling has been noticed in the last two weeks. Complaints had been general but now they are more exceptional, as each one seems to be having a fair share of trade. The smaller manufacturers are beginning to feel the good effect of the open door season.

Aslano Bros., a new cigarette manufacturing firm at 1017 Walnut street, are now getting their goods upon this market. They are being made under the brand of "Karam," and have already been placed in a number of hotels, etc. H. C. Ertel, the retail cigarist at 702 Chestnut street, has had a special window display for a week.

T. H. Hart & Co., local distributers of the "El Principe de Gales," announce a reduction in price as follows: Londres Grand, $80 to $75; Londres Imperial, $80 to $75; Camelias, $63 to $60; Perfectos, $140 to $130. These changes were made on April 15th.

Showell & Freyer, Ltd., whose store (fancy and imported groceries) was destroyed by fire some weeks ago, have secured temporary quarters for their cigar department at 1317 Filbert street, where Manager Farrell is in charge. He states that they have held practically all their transient trade, while their box trade also remains about the same.

The third store of Pent Bros., which is at 34 S. 13th street, has been thoroughly remodeled, and a good run of trade is being experienced.

It is reported that the new "Brotherhood" plug cut tobacco which is being put upon the market by The Hoch Tobacco Co., has now been successfully placed in more than 400 retail stores in this city, and that now many dealers from other places are making inquiry about the new goods. Numerous smokers are given to labor unions each week, both in this city and in surrounding towns. The new signs of the "Brotherhood" tobacco can now be seen in many retail stores.

The Goodwin sisters, who hail from Boston, opened a new cigar store at 37 N. Thirteenth street on Saturday last. The firm has been quite successful in a similar line of business at Boston, Mass., and regard Philadelphia as an ideal city for the expansion of trade. The store will be operated in conjunction with their establishment at 77 Court street, Boston.

The "Dunoro" new ten-cent full Havana cigar of T. J. Dunn & Co. has been received by the trade with considerable enthusiasm, according to the orders which have already been booked. In fact, the aggregate of these orders is sufficient to keep them busy for some weeks to come. Gerson R. Heymann, of this house, started this week upon an extended western trip, and will probably go as far as the Pacific Coast before returning.

The lease held by Bromall & Wogan, at 1223 Chestnut street, expires

Correspondence Solicited,
and if addressed to either office will receive prompt attention.

Visitors to Havana
are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306
North Third Street,
Philadelphia.

228--230
Calzada del Monte,
Havana.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

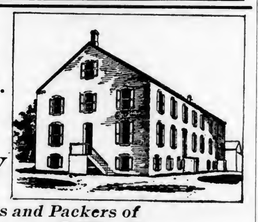
TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

THE UNIQUE
Creaseless Case Hardened Vertical Top **Cigar Molds**
ARE GUARANTEED TO
OUTLAST ALL OTHERS.
Ask for Our New Catalogue No. 5, Illustrating a complete line of **Cigar Manufacturers' Supplies** and **1,500** of the latest and up-to-date **Cigar Mold Shapes.** It will interest you.
The Sternberg Manufacturing Co.
1702-12 W. Locust St., Davenport, Ia., U. S. A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

on May 5, and the firm has decided to discontinue business at that place at that time. Another store will be opened as soon as a suitable place can be found.

There were comparatively few cigar men in this city during the past week. Among those who were here, however, were Jas. W. Yocum of Yocum Bros., Reading, Pa. Henry Kraus, of Kraus & Co., Baltimore, Md., and John G. Spatz, of J. G. Spatz & Co., Reading, Pa.

IN THE LEAF CIRCLES.

General Emilio Nunez arrived in Philadelphia from Havana on Monday morning, and will remain at the company's headquarters here for some days, after which he will again return to the island. The General informed the writer that their Havana business was in a highly satisfactory state.

A special announcement is made this week by F. Eckerson & Co. of some elegant Havana tobaccos which they are now offering their trade. This firm has been quite active during the present year, and as a result have done quite a nice volume of business. J. W. Eckerson, of this house, left on Monday morning for Western Pennsylvania and New York State.

Sol. Loeb, of the Loeb-Swartz Tobacco Co., is now making preparation to leave for Amsterdam next week. Owing to several urgent business matters he has been delayed, but he will likely yet be able to secure a good supply of Sumatra for their trade. Business generally has been moving along nicely with them, and by the way, they have at present a good-sized shipment of Sumatra on the way to the States, which was purchased on the 18th.

Frank Dominguez, of E. A. Calves & Co., reports to his firm from Cuba that he has found a great scarcity of fine Vueltas and Partidos tobaccos. They received, however, a shipment of 69 bales of Havana on Saturday last, from which they will draw samples of some very fine Vegas.

W. E. Dotts, of Dotts & Keely, has been spending considerable of his time lately traveling through this state, and reports himself as being entirely pleased with the results of his efforts. The volume of business done by them so far this year shows a very satisfactory increase.

Jacob Labe, of B. Labe & Sons, who recently returned from Havana, is preparing for a Western trip. Messrs. Sidney and Irwin Labe, of the same house, are at present both on the road somewhere in Pennsylvania.

M. B. Arndt, of J. Hirschberg & Bro., is expected to return to Philadelphia this week from a six weeks Western trip.

Among the leaf visitors we note Max Herzog, with P. Dennerlein & Sons, Max Sondheim, of Leonard Friedman & Co., Frank Pulver, with Sutter Bros., Emil Auerbach, of S. Auerbach & Co., L. H. Kaufmann, with Ferd Oppenheimer, Stephen G. Ruth, broker, G. H. Schnath, with Schroeder & Arguimbau, and Louis Leopold, of John Leopold & Son, all of New York.

Edward VII. as a Smoker.

King Edward VII. of England is known to caricature if not to fame, as an inveterate smoker. Recently, with reference to the King's unusual abstention from smoking at the Shire Horse Show, a correspondent of To-Day offered this solution to the mystery: "For some time past his Majesty's throat has given him considerable trouble; I understand that his physicans have advised him to curtail considerably the cigars of which he is so fond. I have excellent reasons for believing that a 'smoker's throat' brought about by excessive smoking, was the raison d'etre of the somewhat exaggerated fears for the King's health, so generally current a few months ago."

Robert Burns on the Gridiron no More.

By order of the Bureau of Incumbrances all the billboards surrounding the Gridiron Building at Broadway and Twenty-third street, New York, have been removed.

Cairo Cigarette Company, incorporated at Albany, N. Y., capital, $15,000. Directors—L. H. Costikyan, H. P. Chutjian, and Bernoni Tekerion, New York.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Lancaster's Crop of News.

There appears to have been no improvement in the local market for cased tobaccos. Buyers are still scarce, and the home trade of small lots to manufacturers for immediate use seems to be growing less also, an indication that there is something of a slump in the cigar business, which will be more fully shown by the returns of the Internal Revenue Collector's office on the first of May.

Meanwhile the buying of the 1901 crop continues, the largest buyer being the American Tobacco Company, which appears to have agents in every section of the county.

There was brisk buying of the tobacco during the week at about the same prices that prevailed the past three weeks. In some sections of the county the crop has been entirely bought up and in others it is getting scarce.

The cigar business is reported to be unusually dull with but few factories running full-handed.

Snader Bros., at Akron, have resumed operations, after an idleness of several weeks.

S. N. Wolf, of Wolf & Hackman, Akron, left last week for a several weeks trip.

C. F. Steiner, of Akron, has just returned from a short stay among his customers in Philadelphia and vicinity.

Messrs. Bare and Rosenthal, Lancaster's delegates to the National Convention at Cincinnati, are ready to leave here on Sunday morning. They will be joined by M. M. Fry.

It is also likely that B. F. Good will be in Cincinnati in time for the convention.

There have been busy times around the leaf warehouses of I. H. Weaver and M. M. Fry during the last ten days. Mr. Weaver sold recently 300 or 400 cases of leaf to Rockel, Woeldike & Co., of St. Louis.

M. Silverthau & Co. have now begun manufacturing cigars here. Their factory at South Duke and Chester streets is being rapidly filled with workmen.

L. M. Case, of West Winsted, Conn., was in town this week.

P. L. Leaman & Co., are offering a nice packing of several hundred cases Havana seed tobacco.

H. Dolinsky, of H. Dolinsky & Son, Philadelphia, received several hundred cases of tobacco at their warehouse here this week.

Dr. Samuel S. Wiest, of Schoeneck, Pa., who has been packing some tobacco each year, died on Sunday last, of valvular heart disease. It is stated that Dr. Wiest was somewhat eccentric, and that his grave and tombstone had been prepared by himself for some time past.

Latest News from York, Pa.

However much we hear the hue and cry of poor trade, the fact remains that the number of stamps sold at the York revenue office is equivalent to the number sold during the same time one year ago. Of course, the amount of money received is not as much, but the actual number of stamps is about the same; the difference in cash is accounted for by the reduction in price of stamps. Considering this circumstance, therefore, we conclude that someone is making the goods and shipping them. Manufacturers as a rule, do not make cigars for their health or prospective good trade; but who buys the stamps?

It seems the conclusion to the Meads-Haller case has been reached, and this, too, quite suddenly. The case was settled previous to the covention of court, and "called off"

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. *Red Lion, Pa.*

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

We employ no traveling salesmen, but deal directly with the wholesale trade.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

when that body opened for business on Monday last.

It is announced that the firm of Gable & Blessing, manufacturers at Hellam, have desolved partnership, to take effect at once. The declaration is accompanied by settlements for all indebtedness of the firm.

There seems to be some truth in the report that H. L. Doll, of East Prospect, will open a new factory in L. Olweiler's place in the near future, Mr. Olweiler having discontinued.

H. Nathan, formerly a salesman with B. Pearlman, of Baltimore, I am informed, he has connected himself with J. Cohn, of New York, and I trust his new association will be a successful venture.

George A. Kohler & Co. have engaged Daniel Dehuff as superintendent of their York factory.

L. S. Gross, of the La Buta cigar Co., has been on a western business trip during the past week. After a short stay in Chicago he covered other points in the Middle west.

Fifteen leaf tobacco salesmen were registered at Hutton's Hotel at Red Lion, one day last week.

It cannot be said that the cigar manufacturers in this section are as yet much busier than they have been for some weeks, yet a better general feeling exists in the trade.

D. Kalberman, representing J. Lichtenstein & Co., N. Y., has been through the county lately, and with his usual activity he cannot have failed to do a very fair business.

E. Levison, with A. Cohn & Co., is now covering this territory, which has heretofore been looked after by Mr. Wheeler.

J. W. Eckerson, of F. Eckerson & Co., also made one of his regular visits through this section.

Dissolution in Newmanstown.

The cigar manufacturing firm of Spangler & Wallace, who commenced business about two years ago at Newmanstown, Pa., was recently dissolved by mutual consent. John K. Spangler, of the firm, purchased the entire interest of Thomas W. Wallace, and will continue the business as heretofore. Mr. Wallace has transferred all his title to the several registered brands, etc., to Mr. Spangler.

Improvement in Reading.

The lull which existed in the cigar manufacturing and tobacco business here for several weeks has been almost wiped out, and things are brightening up in this district. There has been a steady improvement the past two weeks, and the spring trade has opened up in an entirely satisfactory manner. Small factories are particularly busy, and many of the larger ones are crowded for want of additional space. Yocum Bros., have already broken ground for a large addition, and Valentine Wilk has taken possession of his new factory at the southwest corner of Front and Oley streets.

E. E. Kahler, who operates one of the largest factories in the city, stated that he was doing a larger trade than ever before, and he looks for a continuation of the activity. He said work is plenty in every line and good wages are being paid. When men make good wages they can enjoy smoking good cigars, because they can afford it. All classes of labor are well paid."

John G. Spatz, of J. G. Spatz & Co., has returned from a two weeks business trip through the New England States, where he secured a number of large orders for the firm's leading brands. He predicts that his factory will show a big gain over 1901.

The Industrial Cigar Company has been quite busy for several months, and report that their sales for the past month have been considerably ahead of those of the corresponding period a year ago.

Gumpert Bros. have a large number of orders on hand, and state that the trade outlook is satisfactory. The firm does not regard the introduction of Porto Rican cigars as a serious menace to American trade, saying that the public is only smoking them now as a fad, and that a number of dealers who have handled them have already discontinued selling them.

C. F. Angstadt, cigar manufacturer, has moved from 19 North 8th street to 932 Penn street where he has secured large and commodious quarters. He has better facilities for carrying on the cigar manufacturing business, and will increase his force of cigarmakers. He has a large, dry basement for storage of tobaccos and finished goods, and has many orders on hand.

E. A. CÁLVES & Co. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

J. Luther Goodhart is building a new bowling alley in the rear of his cigar store at 645 Penn street. It is now under roof and will be formally opened during next month. The alley will be equipped in first-class style with a double alley-way.

Hartman & Riegel, who recently moved their factory from 809 Penn street to the rear of 37 South 9th street, are exceedingly busy at present. They intend placing several new brands on the market late in the spring. The retail store at 809 Penn street is being conducted by A. S. Hartman, the senior member of the firm.

Harvey J. Hetrick, cigar manufacturer at 1548 Cotton street, has moved his factory to Stony Creek.

Harry H. Hosler, who conducts the cigar store and pool room at 9th and Elm streets, was elected Commander General of the P. O. S. of A. Commandery of Pennsylvania, at the annual convention held at Tower City. He was accorded a royal reception upon his return home.

C. H. Breneiser & Sons, at 7th and Penn streets, have been making some attractive window displays of the "Cuban Splits," a product of Kraus & Co., of Baltimore, for which they are the local distributers.

Frank Ream is continuing to turn out his union-made goods as usual, and recently placed upon the market a new brand, "Trades United," a 5-cent product.

J. L. Greene, of J. L. & M. F. Greene, returned a short time ago from Wisconsin.

The Latest in Porto Rico.

There was a celebration at Comerio recently in honor of the occasion of the firm Santiago Umpierre & Co. receiving a gold medal for cigars and tobacco at the Pan American Exposition.

In connection with this celebration, there was a meeting of the tobacco dealers of that district. They will take steps to break up the combine of the tobacco jobbers and dealers, who, they claim, are keeping the price of tobacco down. It is said that the dealers who make their own cigars have an agreement not to pay more than a certain price for tobacco, while they realize a large profit by shipping cigars north.

The growers threaten to put up a factory and make and market

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. N. Hostetter
Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

M. D. BOALES,
LEAF TOBACCO BROKER.
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

their own cigars unless the dealers consent to pay a higher price for tobacco.

PHILAD'A LEAF MARKET.

The leaf market during the past week has remained quiet yet the volume of business done during the month of April has not been so bad after all, notwithstanding the continued sluggishness. The smaller houses have perhaps done a better business comparatively, than the packers and larger handlers, as the greater portion of the business done was in sales of smaller lots. There were no particularly large sales of any kind reported during the month.

Local houses have lately received considerable force sweat Connecticut for which is apparently a more or less ready sale as well as for all suitable binder stock. In face of the scarcity the inquiry for binder leaf remains strong, but a sufficient quantity can not be had at a price that is acceptable to the cigar manufacturer.

In Sumatra purchasers still show a desire to hold aloof until still more can be seen of the new goods and sales are consequently limited in volume, while this process of comparison between the old and new goods is going on. Leaf men, however, are more hopeful of better results after May 1.

The Havana market shows an improved condition. The idea that Havana tobacco is likely to go higher rather than become lower seems to be generally accepted by manufacturers, which fact has aroused a greater eagerness to buy early. Owing to our latest reports from Havana regarding the new remedios more interest is manifested in old goods.

NEWS NOTES.

M. L. Boyd, receiver for the cigar factory business of Philip Michael and Henry W. Agnew, Columbus, O., has filed his inventory of the assets of the firm.

The Cigar Manufacturers' Association, of Montreal, Canada, held a banquet at the Windsor Hotel, Saturday evening, April 19, in honor of Mr. H. Gagnier, of Toronto, in recognition of the services rendered to that association. E. Davis presided, and sat between Mr. Gagnier and L. O. Grother. Among the speakers were J. Bruce Bayne, William Agnew, R. Grothe, L. O. Grothe, M. E. Davis, Victor Goulet, J. M. Fortier, Frank Goodwin and G. O'Neil.

The Tuckett Cigar Company, Hamilton, N. Y., will increase its capital from $75,000 to $150,000.

Solli Strauss, of the cigar manufacturing firm of Strauss & Bremer, New Orleans, La., ended his life on April 16th, by shooting himself, owing to despondency. This firm was started only last September. Mr. Strauss was only 35 years old, and was formerly connected with the Hernsheim factory.

Wm. Witle will soon open a cigar factory at Atwater, Minn.

The rumor to the effect that the American Cigar Co. has made offers to the A. Davis' Sons & Co., Haas Bros., H. Tietig & Bros. and Newburg Bros., all of Cincinnati, which in all aggregate almost $1,000,000 is vigorously denied by members of the firms.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

Editor of The Tobacco World,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name ____ Street, ____
City ____ State ____

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

The "El Falcon" Trademark

The Appellate Division of the N. Y. Supreme Court Affirms Judgment of the Trial Court.

The Appellate Division of the N. Y. Supreme Court on April 25, handed down a decision affirming the judgment of the Trial Court in the case of S. Falk's Sons & Co. against The American West Indies Trading Co. Justices Patterson, O'Brien, McLaughlin and Laughlin concur, Presiding Justice Van Brunt dissents. Wise & Lichtenstein appeared for the Falk firm, and Isaac M. Aron appeared for the American West-Indies Trading Co.

The opinion of the court, which was written by Justice Patterson, is as follows:

The appeal in this action is from a judgment entered at the Special Term, by which the defendant, its officers, servants, attorneys and agents, were enjoined and restrained from using the title "El Falco," or any name or title which would be held to constitute an infringement upon plantiffs' brand, trade mark or title of "El Falcon" in connection with the manufacture or sale of cigars within the United States; and they were also enjoined from branding, labeling or marking any boxes or packages containing cigars with the title "El Falco" or any imitation of plaintiffs' trade mark, title symbols, devices or accessories, or from causing the same to be done; and they were likewise enjoined from using the word "Falco" alone or in any combination in connection with the manufacture or sale of cigars.

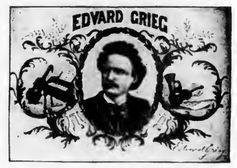
The evidence adduced at the trial satisfactorily established the right of the plaintiffs to the exclusive use of the word "El Falcon" as a trade mark. That arbitrary or fanciful designation was adopted by the predecessors of the plaintiffs in business some twenty years ago, and has been in continuous use by the plaintiffs and their predecessors as manufacturers of cigars from its adoption until the present time. The proof shows that this designation is used in connection with a well-known and favorite brand of domestic cigars and is of great value to the plaintiffs. The defendants, who are rival cigar manufacturers, adopted and used the word "El Falco" as a trade mark designation and brand of cigars manufactured by them at Porto Rico.

The right of the plaintiffs is fully established, and the testimony admits of no other conclusion than that reached by the Justice at Special Term, that the adoption by the defendants of the word "El Falco" was an obvious subterfuge. Generally speaking, it is not necessary, in order to entitle the plaintiffs to an injunction, that there should be a fraudulent purpose on the part of the defendants in adopting as a trade mark words so closely resembling and imitating the plaintiffs' trade mark. While there is not exact identity, the similarity, as remarked by the court below, is very striking, and it is obvious that the mark adopted by the defendants is calculated to deceive the public and to lead them to the supposition that the articles manufactured by the defendants and sold under their claimed trade mark are the goods manufactured by the plaintiffs instead of the defendants. The right of the plaintiffs to protection is for the arbitrary trade mark designation, and nothing else. In the appeal papers appear a label used by the plaintiffs and also labels used by the defendants. There is no such similarity between these labels as would entitle the plaintiffs to enjoin the defendants from using the particular labels omitting the words "El Falco"; nor does the judgment appealed from contain any such injunction. The judgment is properly limited to the prohibition of the use of the words "El Falco", and to nothing else.

The claim of the defendants that the words "El Falco" is part of the name of the defendants' manager and was used by them with his permission, and that their brand is named after him, was evidently a device by which it was sought to evade responsibility for infringing the plaintiffs' right. As the Justice at Special Term very properly says in his opinion: "The law will protect the right of a man to use his name in his own business even if by so doing he may injure another of the same name; but in such cases it must appear that the name was honestly used, and the court will permit no artifice or deceit designed or calculated to mislead the public. (Higgins Company vs. Higgins Soap Company, 144 N. Y., 462.)" That the alleged permission of the defendants' manager to use his name upon a brand of cigars is a mere device is proven by the fact that the manager's name is Gregorio Lopez; that he was always known in Porto Rico and Cuba by the name of Lopez; and although he swears that his name is Gregorio Lopez y Falco, he does not swear that he was known by that full name, or otherwise than as Gregorio Lopez.

The defendants claim that the

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

WHY IT PAYS!

It very often occurs that manufacturers in various lines relegate to the scrap pile thousands upon thousands of dollars' worth of the most expensive machinery.

We sometimes hear or read about a manufacturer who has just installed an equipment of new machinery only to tear it out and sell it as junk.

Why do they do this?

Simply because new inventions, new discoveries make what was considered all right yesterday all wrong today.

They do it because their success, their very business existence, depends upon keeping abreast with the times, at whatever cost, having the most modern and effective machinery.

Now it is just the same in the cigar making business as it is with any other. You can't hope to compete with your rivals, you cannot expect to be prosperous unless you keep up-to-date, unless you see that you are equipped with the best tools and appliances which inventive genius can devise.

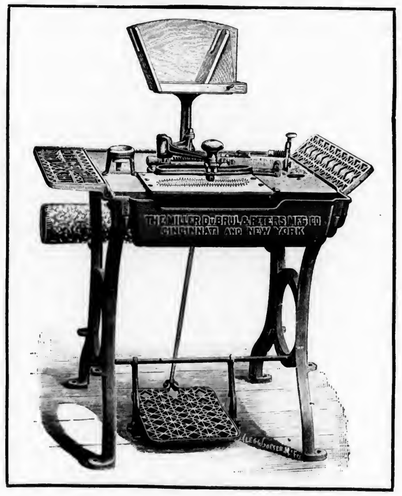
You can afford to install immediately the DuBrul Dieless Suction Table.

You could afford to do this if it cost three or four times as much as it does.

This is true simply because this table solves the problem of making a perfect hand-made cigar in the shortest possible time and at the least possible cost. That is the whole story in a nut-shell.

Progressive cigar manufacturers have considered the suction table a necessity in their business notwithstanding the fact that the dies and rollers of the suction table were an expensive and irritating nuisance, and only a makeshift at best.

Now we have a dieless table—a simple, easily operated table which cuts the wrapper with a circular knife instead of dies and rollers, does not get out of order and results in better work in less time at lower cost than can be done in any other manner. Such being the case how can you afford to put off installing this table?



It will prove all that we claim for it, and if you could see it in operation you would agree at once that to a cigar manufacturer it is one of the first necessities of life.

A full and detailed description of the table will enlighten you on many points which cannot be covered in this advertisement.

We would be glad to have you write us, asking any questions that occur to you and we will promptly reply in full.

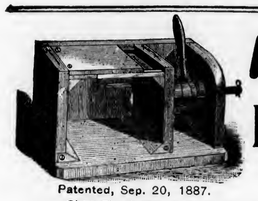
To meet all sorts of views we still make our Die Tables, admitted the best. Both kinds on exhibition at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

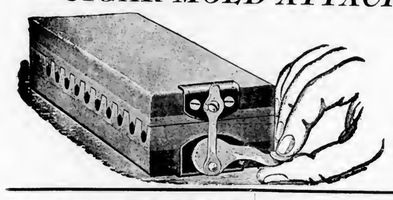
DEALERS IN

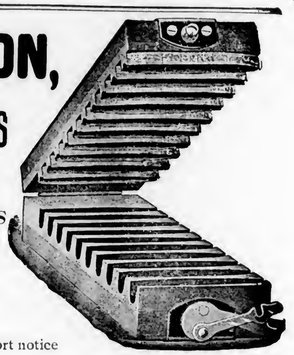
Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press





Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

judgment should be reversed for an error in the exclusion of evidence. They endeavored to show on the cross-examination of one of the plaintiffs that those plaintiffs did not come into court with clean hands, and that they were not entitled to relief because of an alleged imposition upon the public by false representations as to the character and quality of the cigars manufactured and sold by them. The defendants claim that they were entitled to make that proof; that on the pleadings as they stood, it was an issuable fact. The plaintiffs stated in their complaint that their trade mark was used in connection with a brand of cigars "of excellent quality or material and superior workmanship, and the cigars are known as clear Havana cigars of the highest grade manufactured in the United States, being manufactured at Key West in the State of Florida, in plaintiffs' factory, by skilled and experienced workmen." This allegation of the complaint is made in connection with the averment that the plaintiffs had adopted and used the trade mark which they claim. The contents of the paragraph of the complaint in which these allegations are contained is denied, and the defendants now contend that they were entitled, by reason of the condition of the pleadings, to show that the cigars of the plaintiffs known as the "El Falcon" brand were not a superior article or excellent quality and material, and not clear Havana cigars of the highest grade manufactured in the United Stated, and were not manufactured by skilled and experienced workmen; or in other words, that they were entitled to show that the plaintiffs were misleading and deceiving the public, and not manufacturing and selling such a brand of cigars as they claimed.

The denial in the answer cannot be construed as entitling the defendants to give affirmative evidence as to the inferiority of the plaintiffs' goods, or as to false representations concerning them which would mislead the public. The only possible effect of that denial would be to put the plaintiff on proof of the allegation of the complaint in that behalf. But that was an entirely immaterial allegation, so far as the plaintiffs right to an injunction for infringement of its trade mark was concerned and they were not required to prove it. That the Court would refuse to protect the plaintiffs if they were practicing a deceit upon the public is a thoroughly established rule in these cases. But in order that a defendant may raise the question, it must be pleaded, unless the facts and circumstances appearing in the case are such as would authorize the court of its own motion to take notice of fraud and deceit on the part of the person seeking its protection. That it is necessary to plead the defence that the plaintiffs deceived the public by false representationsas to thearticles manufactured and sold by them, was dedided by this court in Fleischman vs. Fleischman (7 App. Div., 260), where it is said that it seems hardly necessary to cite authorities to establish the proposition that where fraud or misrepresentation of the plaintiff is relied upon as a defence to the enforcement of a legal right, it must be pleaded and proved upon the trial." That was an action for the infringement of a trade mark. There, the plaintiff upon the labels of his merchandise had used the word "Patented," and the trial court dismissed the complaint on the ground that by the use of that word he had made a false representation to the public,—"applying the principle that if the plaintiff is guilty of any false or misleading representation in relation to the property he seeks to protect, he loses the right to obtain the assistance of a court of equity." This court reversed the judgment based upon that ground, for the reason that such a defence must be both pleaded and proven.

The judgment should be affirmed, with costs.

Sign Works Expanding.

The Eureka Sign Works, Reading, Pa., recently added to their plant a complete equipment for the manufacture of tin and all kinds of metal signs for both in and out door purposes, such as "A" signs, flange and smaller signs generally used by cigar and tobacco manufacturers. These are now being made up in addition to their line of celluloid, cardboard, transparenires, embossed, muslin and weatherproof signs.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

CAPACITY 75,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

"Perfecto"
Cigar Bunching Machine

Makes Perfect Work with unskilled labor
Reduces Cost of Scrap Cigars $1 per M.
Over seven hundred now in actual use.
Our Terms place them within reach of all
Write for full particulars.

Winget Machine Co.
YORK, PA., U. S. A.
Dealers in and Manufacturers of
Cigar Machinery and Cigar Molds

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Quit the use of tobacco, and time will drag as slowly as it did when you were a boy. If you give a note, quit using tobacco, and time will not fly so quickly.—Atchison (Kan.) Globe.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Washington," "Monterey" and "Morro Castle."

CIGARS	cases
Acker, Merrall & Condit, New York	46
Park & Tilford, New York	44
B. Wasserman, New York	22
G. S. Nicholas, New York	12
Waldorf-Astoria Segar Co., New York	11
M. Blaskower & Co., San Francisco	9
Duncan & Moorhead, Philadelphia	7
M. A. Gunst & Co., San Francisco	7
Sprague, Warner & Co., Chicago	6
Best & Russell Co., Chicago	4
Godfrey S. Mahn, Philadelphia	4
Estabrook & Eaton, Boston	3
Lilienfeld Bros. & Co., Chicago	3
D. Frank & Co., Boston	2
The Weideman Co., Cleveland	2
W. A. Stickney Cigar Co., St. Louis	2
H. Harris & Co., San Francisco	2
Beecher, Duval & Co., New York	1
J. Bernheim & Sons, New York	1
R. H. Macy & Co., New York	1
R. M. Haan, New York	1
Morten & Co., New York	1
W. H. Schimpfermon Co., Chicago	1
Codman Cigar Co., Boston	1
C. B. Perkins & Co., Boston	1
D. Osborn & Co., Newark, N. J.	1
Reymer Bros., Pittsburg, Pa.	1
Russian Legation, Washington, D. C.	1
Total	197
Previously imported	2,265
Imported since Jan. 1, 1902,	2,462

LEAF TOBACCO	bales
F. Miranda & Co., New York	797
J. Bernheim & Son, New York	222
Theobald & Oppenheimer, Phila.	183
Hinsdale Smith & Co., New York	151
Geo. E. Rolph Cigar Co., Duluth,	138
Sartorius & Co., New York	132
Schroeder & Arguimbau, New York	110
Brown Bros. & Co., Detroit	94
A. Pazos & Co., New York	90
J. Hirsch & Sons, New York	83
Yocum Bros., Reading, Pa.,	77
E. Regensberg & Sons, New York	72
Loeb-Nunez Havana Co., Philadelphia	66
L. Kuttnauer & Sons, Detroit	57
H. B. Franklin & Co., Chicago	51
Dohan & Taitt, Philadelphia	50
F. Oppenheimer, New York	36
Crump Bros., Chicago	34
S. Ashner, New York	20
Greenhall Bros., New York	19
J. Vetterlein & Co., Philadelphia	17
Perez & Escolante, New York	16
Young & Newman, Philadelphia	15
L. Friedman & Co., New York	14
J. Gonzalesz & Co., New York	14
Markland & Reed, New York	12
A. Hussey, St. Louis	10
L. W. Scott & Co., Boston	10
E. E Studley & Co., Buffalo	8
M. W. Mendel & Bro., New York	6
Henry Esberg, New York	5
Calixto Lopez & Co., New York	3
Peoples' Savings Bank, G. Rapids, Mich	1
Order	30
Total	2,643
Previously reported	38,326
Imported since Jan. 1, 1902,	40,969

Trade-Mark Register.

Poushkin. 13,660.
For cigarettes. Registered April 22, 1902, at 9 a. m., by Lewis Tucker, Philadelphia, Pa

Senape. 13,661.
For cigars. Registered April 23, 1902, at 9 a. m., by the Enterprise Cigar Co. Trenton, N. J.

Jane McCrea. 13,662.
For cigars. Registered April 23, 1902, at 9 a. m., by the Enterprise Cigar Co. Trenton, N. J.

Merry Yankee. 13,663.
For cigars Registered April 23, 1902, at 9 a. m., by the Enterprise Cigar Co. Trenton, N. J.

High Toned. 13,664.
For pipes, pipe cleaners, matches, cigarettes, chewing and smoking tobacco. Registered April 23, 1902, at 9 a. m., by Brucker & Boghein, Philadelphia, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

High Toned. 13,665.
For cigars. Registered April 23, 1902, at 9 a. m., by Brucker & Boghein, Philadelphia, Pa., (by transfer from Fred. Wambach.)

Pittsburg Sparks. 13,666.
For cigars, cheroots and stogies. Registered April 23, 1902, at 9 a. m., by the Stein Cigar Co. Pittsburg, Pa.

Pittsburg Trophies. 13,667.
For cigars, cheroots and stogies. Registered April 23, 1902, at 9 a. m., by the Stein Cigar Co. Pittsburg, Pa.

Pittsburg Standards. 13 668.
For cigars, cheroots and stogies. Registered April 23, 1902, at 9 a. m., by the Stein Cigar Co. Pittsburg, Pa.

Rock Oaks. 13.669.
For cigars, cheroots and stogies. Registered April 23, 1902, at 9 a. m., by the Stein Cigar Co. Pittsburg, Pa.

REJECTIONS.

Union Square, Orinda, La Royal, Siva, Nuf Ced, Recompense, Alhambra, Veritas.

CANCELLATION.

Joseph Reed—Registered April 14, 1902, by the Enterprise Cigar Co. Trenton, N. J., has been cancelled.

CORRECTION.

Cuban Gentlemen Buffs—Registered April 2, 1902, by Baer-Sprenkle Co. West Manchester, Pa., should have been Cuban Gentlemen Puffs.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Fee's Fashion, The Fencers, L. O. C., Bostock, Flying Hill, Oley Line, Key West Pioneer, Cruciola, Lord Montan, Pente La Flor de Montida, Sobola, Oyster Bay, J. L. Butler, Egyptienne Straights, Tres Diosas, Meko, Fiesta Alegre, Jan Van Eyck, Standish Guard, Axeman, Pretty Bessie, Inn Keeper, Rhodetta, La Remenita, Ibonita, Bonarenture, Bichat, Plutarch, La Vivandiere, British Commander, Gibson, Kepler, Linneaus Thucydides, Mapleton, Awitco, Samuel Wilson, Loyalo, Puro Vana, Prima Vana, Rosa Maya, Flor de Van Eyck, Monastery, Cameo, Ethiopia, Prince Murat Dondevas, Cornelius, Double, Nova Polska, The Baron Montez, Rosewin, Liverpool, Perro de Presa," Tit Bits" for "2 Bits," Seal of Dunkirk, Kentucky Smile, The Tampa Magnet, Peter Peters, Centro Espanol de Tampa, Book Plate, May Edouin, Miss San Juan, Porto Rico Eagles, Miss Porto, Miss Rico, Brockton & Whitman, B.W., Royal Klondyke, Moscow Extra Selection, Edmund Randolph, Jag, George C. Spencer Cigar Co's. Talking Cigar, South Bend Daily Times, Red Axe, Snow Bell, Cuban Maid, Starry Flag, Wabeno, Vuelta Ribbon, Scotch-Yankee, Gazabo, Jukock, Jim Valley Perfecto, Grand Model, El Genisis, V. I. S., Tampa Trade, Gramaphone, Flor de Ariba, La Kansa, Drouth, Moebs & Co's. Star & Flag Brand, El Urna, El Vaco, Heart's Crown, La Nueva Ventura Cigar Co., Flor de El Paso, Three Platoon, Ping Pong, Miner's Buffalo, J. H., 365, Daily Comfort, La Rosa Galvestonia, Beautmonties, San Antonians, Galvestonia, Fort Worths, Wacoites, Dallasites, Our Victory, Laurea, Endless Link, La Rivera, Home Industry, La Molinda, Frysinger's Paragon, The Hocking Valley, Hocking Valley, Square Prize, Grand Canal.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

So far, this 21st of April, we have not heard of a single sale of tobacco, but hear of the delivery of a few lots that were sold some little time ago. As a rule packers buy at this time to reduce the general average cost of their packing. Those parties who have sorted and packed their crops, or are still engaged in the work, will sell later at advanced prices. Indeed, the out look never seemed as good as now for good, substantial prices for their crops. So we say to our growers who hold their crops, don't be afraid to ask a price adequate to the occasion. The raising of shade-grown leaf will only displace just so much Sumatra imported leaf, so the grower need not hesitate about tilling all he cares to.

Our correspondents write:

Windsor, Ct.: "Clark Brothers, who are among our largest growers, have just delivered some ten tons or more to the American Tobacco Company. This company it seems has dealt honorably with those of whom they bought."

East Granby, Ct.: "The work of preparing for shade growing is being rushed along. All are anxious to hear the result of the sale of shaded leaf. The feeling prevails that the Sumatran importers will do what they can to reduce the prices. The crop grown outside of the tents it seems will be a full crop, with the prospect of an increased planting."

Conway: "We have had such cloudy weather, cold and raw, that tobacco plants have not come all right. A few warm days are needed. About the same acreage is to be raised this year as was last."

Hinsdale, N. H.: "There are several tobacco crops here not sold. The indications are that there will be about the usual acreage grown. The beds are largely covered with cloth. The crops not sold are being sorted."

Suffield, Ct.: "The firm of Meyers & Mendelsohn, of New York, closed their packing and assorting houses here last week. They have had three here this season, and gave employment to a large number of men. They have put up about 2,000 cases. They hope to double that number the coming year."

North Hatfield: "Only three or four lots of tobacco remain unsold here, and these are assorted and packed. At the warehouse of Meyers & Mendelsohn, of New York, the work is about finished for the season. Report has it that they have arranged with C. H. Crafts to raise three acres of shade-grown Sumatra, and that E. W. Field & Son are negotiating for a larger acreage."—Am. Cultivator.

BALDWINSVILLE, N. Y.

But few sales have been reported during the past week, the buyers not having been generally riding. S. D. Green is reported as having made a few purchases for J. Bunzl & Son and Geo. Erisman, of Lan-

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
MANUFACTURER OF ALL KINDS OF CIGARS
AND WHOLESALE DEALER IN
and Leaf Tobacco
RED LION, YORK CO. PA.
5 CENT BRANDS: Light House, La Celantoria, Casandra, Indian Pride

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings.**
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

caster, has also picked up a few good crops. A considerable amount of tobacco has been delivered. Joseph Mayer's Sons, of New York, received Saturday, taking in about 250 cases, shipping to New York. J. H. Mills, the firm's representative in this section, is still buying. George Erisman received a portion of his purchases Wednesday, shipping to Lancaster. J. T. Skinner is receiving to-day for G. Falk & Bro., and S. D. Green expects to receive the balance of his purchases for his firm Friday. A. Heinke is still assorting, expecting to finish the goods bought in the bundle this week. It will be some time yet, however, before the assorting of his cased goods will be finished. Many of the growers have their plant beds prepared, in some of which the plants have already made their appearance —Gazette.

MIAMISBURG, OHIO.

But little business has been done during the past week or two, which condition of the market may be accounted for in part, perhaps, by the fact that some buyers are endeavoring to profit by the lull in buying through offers of lower prices than had hitherto prevailed. In the face of offers of 8 and 9c for Zimmer by one set of buyers, however, come well authenticated reports of sales at 11 and 12c from the vicinity of Alexandersville.

Some farmers report the appearance of embryotic plants above the surface of the beds, while others, fearing the seeds had perished, have made a second sowing.—News.

EDGERTON, WIS.

The buying movement is still progressing in most of the growing sections where dealers are freely riding and big slices are lopped off each week from the unsold portions of the crop. Good judges estimate that not much more than a third of the crop in Rock and Dane counties remains in growers' hands. This fraction, too, will soon be absorbed if the present rate of buying continues.

The first sales of any consequence of 1901 packings have occurred during the week when some 4,500cs, secured from three packers of Vernon county and Rio tobacco was sold to the United Cigar Manufacturers Co. of New York. The market for cured leaf does not exhibit much improvement. McIntosh Bros. report the sale of 175cs of 1900 for the week, a portion going to export.

The dry weather has made it almost necessary for growers to continually water their plant beds to ensure anything like the usual growth of the young plants. Farmers who neglect this work will suffer later.

Shipments, 1,020cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Breaks and offerings larger, with more orders for all grades, yet the tone of market was quite easy, resulting in heavy rejections and private sales. The good tobaccos are beginning to appear. Spinning styles are selling very cheap—short fat Leaf 6¼ to 7c and Good Kentucky cigar wrappers, smooth and broad, 23 to 26 in., 7½ to 9c—very cheap. Fine Kentucky wrappers, 10 to 11c. The quality and price is enticing. Bulk of loose crop has been delivered—very little coming in now. Tobacco plants are small. Transplanting will be full two weeks late, even with seasonable weather. Lugs have been larger bought direct from dealers, and will not appear on breaks.

Lugs Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c Fine, 5¾ to 6½c.

Leaf Com., 6 to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 580 hhds; year, 5,985. Sales for the week, 250; year, 911, offerings, 134, rejections, 66.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 963 hhds.; offerings on the breaks, 465 hhds; sales 293 hhds.

The general run of quality was not as good as last week. The market opened at last week's prices, but grew stronger. Sellers were not satisfied with the market, and rejected freely. The unsold stocks increase in volume, and sales in May and June promise to be large.

The weather has been summer-like in the past few days. Planters complain of plants being thin on the beds and some resowing has been done.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

LATE REVENUE DECISIONS.

Stamping Cigarettes.

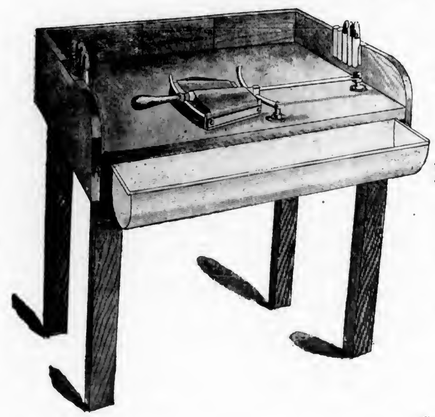
In passing upon a package of cigarettes bearing a stamp which was concealed by the outer portion of the package and not so affixed as to be broken when the package was opened, the Commissioner ruled that the regulations require that a stamp shall be canceled by the factory number and date of use being plainly written or printed or stamped thereon when it is not so affixed as to securely seal the package; but that when the stamp is affixed so as to seal the package the regulations have been complied with. Further, that no jacket should be used that would conceal the stamp; but where there is no evidence that the manufacturer intended to defraud the revenue, or to escape the lawful taxes due on the cigarettes (as they are tax-paid at the higher rate of $1.08 per thousand, and the jacket fits loosely on the package so that it may be removed without defacing the stamp), the penalties provided by section 3456, Revised Statutes, were to be suspended until the attention of the manufacturer is called to the irregular manner in which he stamps his packages.

Storage of Unstamped Tobacco.

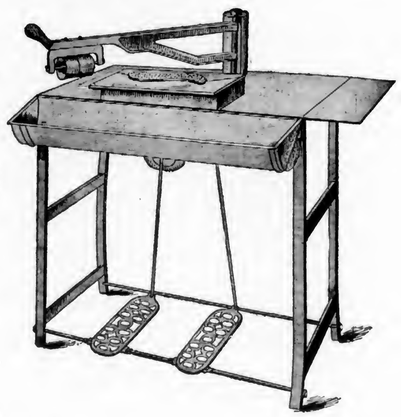
A manufacturer who desired to build a fire-proof warehouse, remote from his factory, for the storage of his unstamped manufactured products, was advised that the tax ac-

We call your attention to our
AMERICAN SUMATRA
of the
1901 Crop
from our plantations in
Decatur County, Georgia.
Enormous in Yield and Perfect in Burn.
A. COHN & CO.
142 Water Street, NEW YORK.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.



Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

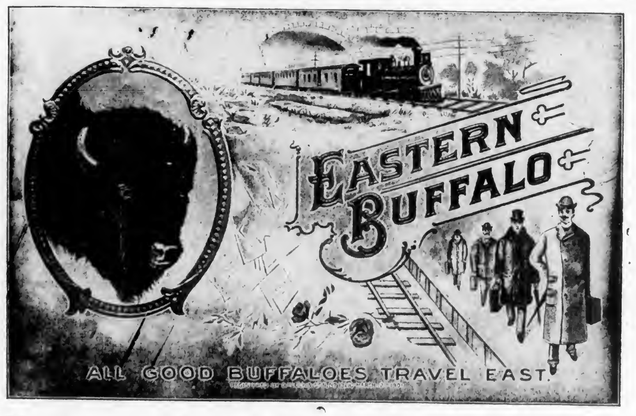
Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.



IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10-cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.

crues on all manufactured tobacco and snuff, however prepared, manufactured and sold, before removal from the bonded factory premises, and that the same must be properly packed, labeled, tax-paid and stamped before removal to an outside warehouse, that does not form a part of the bonded factory premises, as described in the statement, Form 36, and bond, Form 40, but that if the manufacturer proposes build a fire-proof warehouse directly opposite his factory, and no other property rights intervene, the statement and bond may include the warehouse site and the factory premises, although a public way or street separate the factory building from the building used for storage purposes. In this case it was not directly opposite, though a street passed both factory premises and warehouse site, and the application was denied.

Material for Cigar Machine Tests.

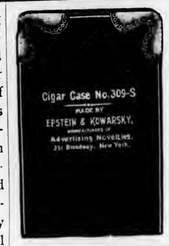
An inventor inquired under what conditions he could obtain tobacco for use in experimenting with a certain cigar making machine, explaining that no cigars were to be made for sale, and that as the material would be used at irregular intervals it would be impossible to keep the stock in proper condition unless it could be obtained from a cigar factory which was operated regularly. He was informed that no person other than a qualified manufacturer of cigars is privileged to buy and use leaf tobacco in manufacturing cigars, whether hand or machine made; therefore he would be required to file statement, give bond, and pay a special tax as a manufacturer of cigars, and thereafter account on his book 73 and monthly return, Form 72, for all tobacco received and all cigars made; but that if it is possible for the premises used by him in testing his machines to be made a part of adjoining premises used by a qualified manufacturer of cigars, there would be no objection to the manufacturer including in his statement, Form 36, and a new bond, the entire premises, so as to enable him to experiment with his machine; but the qualified manufacturer of cigars would, in that instance be responsible for all cigars made by the machines; and if they were afterwards found unsalable they could be destroyed, under the supervision of a deputy collector, from time to time, and the manufacturer have credit in his account for the same.

Cigars for Personal Use—Manufacture on Shares.

In reply to an inquiry whether a person might furnish tobacco to another for the purpose of manufacturing cigars and returning the same to him without either being required to qualify as a manufacturer and properly pack, label and stamp the cigars, the Commissioner called attention to Section 3399 of the Revised Statutes, which provides that whenever cigars are manufactured, in whole or in part, upon commission or shares, or the material is furnished by one party and the cigars are manufactured by another * * * the stamps required by law shall be affixed by the actual maker of the cigars before they are removed from the place of manufacture. In the case of fraud on the part of either of said parties, in respect to the manufacture of cigars, or any collusion on their part intending to defraud the revenue on such material and cigars, such material and cigars are forfeited to the United States, and the person making the cigars would be subject to the penalties imposed by sections 3392 and 3397, and section 3387, which require that every person, before commencing the manufacture of cigars, shall file with the collector for the district a statement and bond relating to such manufacture. Attention was also called to the tenth subdivision of section 3244, defining the business of a cigar manufacturer.

Continuation of Business by a Manufacturer's Administratrix.

The Commissioner recently called the attention of a collector to section 3241, Revised Statutes, which provides that when any person dies who has paid the special tax for any trade or business, his wife, or child, or executor, administrator, or other legal representative, may occupy the house or premises, and in like manner carry on, for the residue of the term for which the tax is paid, the same trade or business as the deceased carried on in the same premises, without the payment of any additional tax. Further, that a widow will be privileged, as administratrix, to purchase stamps for the payment of tax on whatever manufactured tobacco her husband had on hand at the time of his decease; the tax to be paid before the tobacco is removed from the place of its manufacture; but that if she intends to manufacture tobacco from material on hand at the time of her husband's decease, or from material that she desired to purchase as administratrix, she will be required to qualify as a manufacturer of tobacco and file a statement and a bond, but will not be required to pay an additional special tax for the remainder of the year if she carries on the business in the same premises occupied by her husband at the time of his death; and, further, that she should file an inventory of all tobacco material and manufac-



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT **Promptly** Place Your Orders with **CIGAR BOXES**

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa.**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

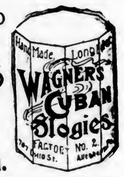
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**



Thos. L. Williams & Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. **le Droit Building, WASHINGTON, D. C.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

TRADE will Follow

the introduction of the

High Grade Seed and Havana **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER.

"A Thing of Beauty is a Joy Forever."

Our New Label,

LADY MAR, 5c.

A Cigar of Quality

Penn Cigar Company,

Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—
No. 931—A, Millersville.
No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

B. F. ABEL,

Hellam, Pa.

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. **COLUMBIA, PA.**

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

N. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

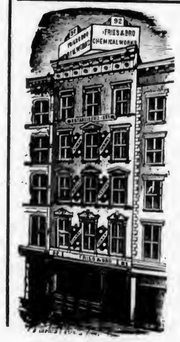
M. H. Clark & Bro.

Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.



ALBERT FRIES HAROLD H. FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855.

☞Please write for them.

Guaranteed to be the Strongest, Cheapest, and Best.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK

WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCO & CIGARETTES.

IMPORTER OF OFFICERS' ARTICLES, &c.

40 W. Orange St.

Lancaster, Pa.

Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking

THE DAISY ATOMIZER

Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.

Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.

W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**

King of 5c. Cigars.

CHICO CIGAR CO.

219 N. 2d St., Philadelphia.

John U. Fehr,

PACKER OF AND DEALER IN . . .

LEAF TOBACCOS

Havana and Sumatra a Specialty.

1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,

Importer and Mfr. of

Arabi Pasha

CIGARETTES.

Experienced Manufacturer.

505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!

"Run of Luck"

NICKEL CIGARS

Fitzgerald & Fletcher,

Sole Distributors,

43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**

No. 4353 Main Street,

MANAYUNK, PHILA.

Rhinette, 5c. Bege Bros. Leader, 3c.

Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,

Manufacturer of Russian and Turkish

Tobacco and Cigarettes

WHOLESALE,

Gold End Cigarettes a Specialty.

557 N. Second St., Philadelphia.

---

tured tobacco on hand at the time she commenced to administer the estate.

BUSINESS CHANGES, FIRES, Etc.

Arkansas.

Little Rock—F. J. Ginocchio, cigars; warranty deed, $615.

Colorado.

Colorado Springs—C. G. & H. Strang, tobacco; dissolved.

Illinois.

Dixon—J. T. Murray Cigar Co., cigar mfrs.; succeeded by Dayton Bros.

Indiana.

Greenfield—E. Wrennick, cigars; chattel mortgage, $70.

Iowa.

Villisca—Myers & Donovan, cig. mfrs.; succeeded by Myers & Underwood.

West Union—Geo. Thompson, cigars; succeeded by Doty & Wright.

Louisiana.

New Orleans—S. Strauss, of Strauss & Bremer, cigar mfrs.; dead.

Maine.

Rumford Falls—N. L. Hayes, cigars and tobacco; sold out.

Maryland.

Mrs. Lena Roehn, retail tobacco, etc.; closed out.

Massachusetts.

Boston—Dreayer & Co., cigar mfrs.; discontinued.

Holyoke—O'Connor & Cronin, cigar mfrs.; dissolved.

Minnesota.

Duluth—C. G. Johnson, cigars and tobacco; loss by fire; insured.

New York.

Albany—S. Levy & Bro., tobacco and mfrs. of cigars, will be succeeded by The National Cigar Mfg. Co., May 1.

Syracuse—Central City Leaf Tobacco Co., bill of sale, $1.

Ohio.

Canton—Mrs. C. Mauter, cigar mfr.; real estate mortgage, $500.

Dayton—Defier Cherout Co., cigar mfrs; succeeded by the Defier Cigar Co.

Lima—Wm. M. Tigner, wholesale cigars, tobacco, etc.; dead.

Oregon.

Coquille—C. A. Gage, cigars; sold to G. O. Leach.

Pennsylvania.

Nazareth—W. P. Kahler, cigar mfr.; judgment, $500.

Schaefferstown—J. Aaron Zug, cigar mfr.; execution, $5,035.

Texas.

Gainesville—B. T. Spears, cigar mfr.; moved to Denison, and continues as Denison Cigar Co.

Utah.

Salt Lake City—Philip Schwartz, cigars; sold out.

Wisconsin.

Oshkosh—Louis Bammessel, cigar mfr; real estate mortgage, $200.

PATENTS RELATING to TOACCO, Etc.

698,406 Match safe; Sylvanus D. Locke, Bridgeport, Conn., Conn., assignor of one-half to M. McVoy, Jr., New York city.

698,152 Cigar cutter and match safe; James P. Taylor, Fort Worth, Tex.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Green River Tobacco Co.

MAYSVILLE, KY.

Manufacturers of

Sweet Burley Plug Tobacco

Our Brands:

"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.

Branch Office,

40 West Orange St., Lancaster, Pa.

Price Lists on Application

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

OF

PENNSYLVANIA and HAVANA SEED of the 1900 Crop

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere

Successful Every[illegible]re

T. J. DUNN & CO., M[illegible]

PHILADELPHIA

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 19. | PHILADELPHIA, MAY 7, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

LIBRARY. RECEIVED MAY 10 1902 Department of [illegible]

We have a very choice lot of about

One Hundred Bales

VUELTA ABAJO,

Factory Vega,

CONTAINING

Some Choice Wrapper Bales,

AND

Some Desirable Working-up Stock.

Also, about

One Hundred Bales

Florida Havana Wrappers,

Very Choice Goods.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

1901 Crop

SUMATRA

Now Ready
for Sampling.

Your Examination

Cordially Invited

ROTHSCHILD & BRO.

Main Offices:

141 Water Street,
New York;

77 and 79 Jefferson Avenue,
Detroit, Mich.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XIX.—That Little Affair Between Mr. Pine Tree and the Sun Goddess.

By HARRY E. PYKE, with M. Foster & Co.

Every little while, throughout the livelong night, someone in the next room in the native hotel at Kobe would clean out his tiny metal pipe by knocking out its contents into the porcelain bowl by the side of his bed and then light up for a smoke of only one whiff or so. The rooms were divided from each other only by paper partitions, so that these almond-eyed human wood-peckers really kept me awake the whole night through, and in the morning I was in no good humor.

After breakfast, which restored me somewhat, I asked the interpreter, a garrulous and versatile fellow, why it was that his countrymen smoked such diminutive pipes.

"Because the Sun Goddess has so decreed," he answered, in the most matter-of-fact way.

"The Sun Goddess?" I said. "What has the Sun Goddess to do with it?"

"Everything," he responded. "Listen; many hundreds of years ago, when tobacco smoking was still new in Japan, there was a man, a very devout and good man, named Pine Tree. He was very obedient to the gods and also a great lover of tobacco. One time he went on a pilgrimage to Fujiyama. He went alone with only his pipe for company. It was a big pipe; as big as those usually smoked in America or Europe, for such was the fashion in Japan in his day. Now, the weather on the morning Mr. Pine Tree started on his pilgrimage up the sacred mountain was uncommonly fine, and he was hoping it would so continue, because then he would get to the temple on the summit all the sooner. He smoked as he climbed. Goodness, how he did smoke, and he enjoyed every whiff of it so much that he was forgetting to say his prayers. Before noon, the weather changed. A chilling rain began to fall. Mr. Pine Tree kept right on, however, puffing bigger clouds out of his big pipe all the time, so as to forget the weather. In a short while the rain changed to a snowstorm, and that to a blizzard, but still Mr. Pine Tree smoked on. He looked for shelter, but there was none to be found. By this time he had mounted above the zone of vegetation and was in the snow line. His pipe gave him his only solace and he kept on smoking, with his wet cold face turned toward the mountain's top where the gods dwell. He was beginning to fancy that the blizzard wasn't as bad as he thought it at first, when a stream of red hot lava came rushing down upon him, and the air was full of live cinders. Being nimble, he got out of the way of the lava, but his hair and his eyebrows were singed by the cinders that insisted upon lodging in them. Nevertheless he smoked on, hoping the next step or two would see him out of harm's way. Poor man, he didn't know then, though he found out before his adventures were over, that the Sun Goddess, a very jealous divinity, indeed, was the cause of all his vexations.

"The next interruption to his progress up the mountain was a huge fissure, which opened at his feet without warning, and into which he tumbled. He scrambled out in some way, picked up his pipe which had fallen from his mouth, and resumed puffing as before. It was now pitch dark, and the hardships of the day were as nothing compared with the terrors of the night. Shelter there was none, and it was bitterly cold. Then, besides, the thunder rolled and the lightning flashed. Mr. Pine Tree huddled himself in his cloak and sat down to wait for morning. He smoked his big pipe the whole night through. At the first flush of dawn he got up and resumed his journey. It would be tedious to tell you of all the hardships the Sun Goddess sent down upon him this time, because they were but aggravated repetitions of those of the day before.

"At last the pious man found himself on the summit of the mountain, but to his utter disgust the priests of the temple paid not the slightest attention to him. They even ignored the gold pieces he held out to them. He entered the temple and wearily cast himself down and said his prayers. Yet, strange to say, no peace came to his soul. It was as though all the gods were displeased with him, and were bent upon making him unhappy.

MR. HARRY E. PYKE.

"He wandered out into the temple gardens and lighted his big pipe. Something appeared to be wrong with it, however, for puff as he would, it wouldn't draw. He emptied the tobacco into his hand and saw that it was dry and fragrant. He tried the tube with a straw and found it was not clogged. He lighted his pipe again, and again no smoke would come. Then the poor man knew he was 'up against it,' as you say in America, and just at that moment the Sun Goddess appeared to him in all her eye-opening majesty. She beamed upon him mildly at first, and Mr. Pine Tree began to feel comfortable after his two days of cold misery, but presently it got so warm that the poor man began to discard his clothes. First went his cloak, and then one by one his inner garments, until at last he stood before the Divine One as naked as the day he was born.

"Having brought him to this pass, which made him realize his utter helplessness, the goddess spoke, and her voice was like that of a mother cooing to her babe:

"'Thou feeble one,' she said, 'of what avail is thy latest god against me?'

"'My latest god?' answered poor Mr. Pine Tree, 'I comprehend not thy meaning, Divine One. I have no gods but those of my fathers.'

"'Nay,' responded the Sun Goddess. 'We, the ancient gods are forgotten for that new god to whom thou has burned incense these many days, and even on thy journey hither,' and she caused Mr. Pine Tree to understand that she was referring to his fondness for tobacco, at that time, as I have said, a new thing in Japan. It was first brought to Japan, I believe, by the Portuguese about 1620.

"It isn't every Japanese who gets a lecture from a goddess—a real goddess—particularly from the greatest of them all, as Mr. Pine Tree got his that day on the top of Fujiyama from the Sun Goddess.

"She made it perfectly plain to him that he was in a way of becoming unpopular with all the gods. To his remonstrance that indulgence in tobacco was not disloyalty to them, she replied that moderate indulgence was not, but that immoderation was, and that it was highly offensive, too.

"'But what am I to do?' asked the distressed mortal. 'They sell such big pipes in the shops.'

"The Sun Goddess laughed.

"'Behold how thy pipe shall dwindle!' saying which she breathed upon it. Her breath fused it into a tiny thing, and tiny the pipes of Japan have been from that time to this. They are tiny in order that men shall be moderate in their use of tobacco whether they will or no. And that's a true story," concluded the interpreter.

"And a much prettier story than some I have found in the mythologies," I said. "At the same time, I don't see why your countrymen get up in the middle of the night to take a smoke." You see I was still sore over the loss of my night's sleep at the hotel.

The intepreter chuckled.

"The explanation is simple, august one, he said. "The Sun Goddess cannot see them at night. She is a daylight deity."

—

Next Week—Chapter XX:—"Pepe of the Velvet Paw," by S. H. Friedlander, of F. Garcia, Bro. & Co.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. **322** and **324** North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

122 NORTH 3rd ST.

K. STRAUS A. LOEB

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH IMPORTED HABANA & SUMATRA DEALER IN LEAF TOBACCO

1042-44 N. Eleventa St. Philadelphia

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana **Tobacco**

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

Robert Burns Petit Dues.

The busiest factory in New York city, in this present year of grace, is probably that of the United Cigar Manufacturers, and yet it is not too busy to give the public a new size of its famous Robert Burns cigar. This cigar is styled Petit Dues, and is being distributed by Geo. L. Storm & Co., of New York city.

The cut herewith printed is a correct representation of the Robert Burns Petit Ducs.

This is a little cigar of as high quality as its famous big brother. The Petit Ducs go to the consumer in packets of ten, retailing at fifteen cents. There are two sections to each packet, each section containing five cigars.

The reception which the public has given to the Petit Ducs has been most cordial, and is but an earnest of the long life that is before the brand.

May Day in New York.

There were more removals in the New York cigar and leaf tobacco worlds on May 1 this year, than for a number of years before.

The E. H. Gato Cigar Co. has transferred its New York city headquarters to 38 Beaver street.

S. Falk's Sons are now installed at 5 Burling Slip.

Charles R. Goldsmith & Co., leaf merchants, have taken possession of 166 Front street.

A. Arens is now at 178½ Water street.

John B. Day and L. Spear are at 214 Pearl street.

J. Bernheim & Son are comfortably installed at 138 Maiden Lane.

M. Ertheiler & Son, leaf brokers, and Jos. Sinsheimer & Sons, leaf dealers, remove from 139 Maiden Lane to 172 Water street.

Jno. W. Merriam & Co., the "Roycroft Segar Shop," have taken possession of the entire building at 139 Maiden Lane. The firm will have its offices on the ground floor and will utilize the upper floors as a cigar factory in connection with the premises in the building on Maiden Lane adjoining its new headquarters.

M. Newberger & Co., have removed from 172 Water street to 131 Water street.

Candido Ladrero & Co., manufacturers of clear Havana cigars, are installed in the building at the northeast corner of Pearl street and Maiden Lane. This is the firm with which Morris Prochaska, Mr. "Pro," is associated.

Kutinsky & Adler, leaf dealers, have removed from Houston street to 226 Pearl street.

Tobacco Companies' Earnings.

Investors are taking an increasing interest in the bonds of the Consolidated Tobacco Company. A Wall street bulletin, on April 28, called attention to the fact that for the fiscal year ended December 31, 1901, the American Tobacco Company had a balance applicable to dividends on the common stock, or to the treasury of the Consolidated Tobacco Company, of $5,346,224, and the Continental Tobacco Company of $4,181,618, a total of $9,527,842. The report of the American Tobacco Company did not include $1,500,000 of undivided net earnings for the year of the companies in which it is interested, and the Continental Tobacco Company had due it $500,000 from the same source. Adding this $2,000,000 to the amount given above, applicable to the treasury of the Consolidated Tobacco Company, there would be a total of $11,527,842 that might be thus applied. One year's interest on the $157,844,600 Consolidated Tobacco 4s, amounts to $6,313,784. Deducting this amount there would be left a balance of $5,214,058.

Hence it is that the investment demand for the outstanding preferred shares of the American and Continental Companies continues, and is extending itself also to the Consolidated bonds. Incidentally, it is pointed out that the position of these stocks and bonds will be appreciably bettered when the tobacco tax under the war revenue law (whose repeal becomes operative in a few weeks) is removed.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S Cinco Philadelphia. Cigars

GUMPERT'S MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S Golden Rule 5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.
Pathfinder — Thomas J. Hunt Notary Public Philadelphia Pa. — Sold Under Bona Fide Guarantee
W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's Wardelo REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

Havana Cigar Factory — El Zeno — Philadelphia
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
103 North 2d St.
Philada.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

Pent's TAHOMA 5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

F. C. BARTON, Manufacturer of Lily Brand Narrow Fabrics
54--56 Franklin St., New York. Cigar Ribbons, Tapes, Braids, Bindings. Correspondence solicited.

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittance may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.
Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MAY 7, 1902.

Fourth Annual Convention.

The Fourth Annual Convention of the National Cigar Leaf Tobacco Association, which was held at Cincinnati this week has proven a most interesting event. It has been a reiteration of the more friendly relations which exist among members of the entire trade, and it has also shown that the Association has been infinitely beneficial to the whole trade in an indirect way.

As regards one of the momentous questions—a remedy of the present dock weight system—only indefinite results have as yet been accomplished, yet the progress which has been made in that direction is encouraging, in view of the almost insurmountable barriers which at one time appeared.

Many and various theories have been discussed this week and a new course of procedure outlined, which it is to be hoped may be signally successful.

A years's conscientious work by the officers of the association has been reviewed and approved, notwithstanding the criticisms which have been made in some quarters.

It is always more easy to criticise than to create an improvement, and without doubt the convention has been voted a success, it having attained its designs to a remarkably good degree.

President Young's able address (which appears elsewhere,) was a resume of what had been attempted and accomplished during the past year, and also of the chief objects at which the Association would probably aim during the ensuing year. It was both ample and lucid.

The energetic debates which have resulted should be regarded with all friendliness, as this is the only manner in which could be brought out the true inwardness of the representatives there present. Conventions are held for the purpose of freely presenting the views of the members, and thereby attaining the wisdom said to reside in "a multitude of counsellors."

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

CUTTINGS WANTED. State quantity and price. Address G. BUHL, 5-1-2t 4408 Lancaster Ave., Philada.

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MAchine in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

NOTICE.

WE beg to notify the trade that Frank H. Vogt has withdrawn from the firm of Carl Vogt's Sons, 162 and 164 Front street, New York city, and that the remaining partners, whose names are hereto affixed, will continue the business under the same name and at the same place. Took effect January 1, 1902.
CHARLES VOGT, JR.
5-7-1t ARTHUR G. VOGT.

NOTICE.

NEW YORK, April 29, 1902.
A report has been spread that our firm has sold out its business.

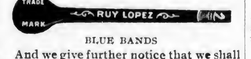
We Wish to Deny

same, and also, caution any person from making assertions of this kind.
L. MILLER & SONS,
153-155-157 Crosby Street,
5-1-2t NEW YORK.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Margil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
N. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN

HARKEN, PALE FACES!

I am the Medicine Man of whom the books are full. I am the first of the slaves of the creature we call tobacco, and you shall be my auditors.

I have come back from the land of shadows to survey what were once the earthly hunting grounds of my people. Whatever pertains to tobacco pertains to me, and The Tobacco World shall be my bulletin. In its columns I shall discourse to you, in a spirit informed with good sense and animated by good will towards all among you, on such topics as shall from time to time appear to me to be timely and pertinent.

The United States has been called one vast university. The teachers of its people are the newspapers, and in this university I shall occupy the Chair of Tobacco.

I invite you to address me on any subject concerned with tobacco and I shall thereupon endeavor to make your communication, whatsoever it may be, the theme of a discourse whose aim shall be to interest not only one but all of you.

Address all such letters thus: "The Medicine Man, Bureau of The Tobacco World, 11 Burling Slip, New York."

No attention will be paid to anonymous communications.

The Manufacture of Cigars in Bond.

HAVANA, April 20, 1902.

DEAR MEDICINE MAN:

Sitting here in my room in the Inglaterra, in a sanitarily new Havana, as different as possible from the dangerously insanitary old Havana that I used to know, and reading an English paper printed right here in the city, I fall to dreaming of many things. First and chiefest, as a careless Elizabethan writer might say, is not what is going to become of Cuba after Estrada Palma becomes President of the Republic one month from to-day, but rather what is to become of the tobacco market here? Will Havana continue to be the market for Cuban tobacco, or will this market be transferred to New York?

For the fifty years which ended with the evacuation of Cuba by the place-holders of Spain, Havana sold its own tobacco, and this system has continued up to now. But is there any reason why it should contine indefinitely? Would it not be better if the market for Havana tobacco were transferred to New York? I think it would, and I am not alone in so thinking.

There has been talk ever since the McKinley year of admitting Cuban tobacco into the United States free of duty. The farmer politicians of New England went on record in 1890, I think, as favoring some such measure. At least, I seem to recall that they declared themselves in favor of admitting Cuban tobacco at a low uniform rate of duty. The only reason for the present duties on Cuban tobacco is the impossibility of admitting that tobacco at a low duty while maintaining an almost prohibitive duty on tobaccos grown in the East Indian colonies belonging to Holland, a friendly nation entitled to as much consideration as any other.

The experience of the past twelve years, under the high duties on tobacco which have prevailed since the McKinley year, seems to make clear the fact that the rich, and particularly the very rich, prosper under this tariff system while struggling men of small capital have an exceedingly hard row to hoe. Well, it seems to me, for one at least, that the rich in our trade are already rich enough. I am not an anarchist, and I don't want to pull down any person or any institution, but I should like to see tried the scheme of admitting tobacco into the United States entirely free of duty.

Will you, dear Mr. Medicine Man, kindly give me your views on this matter? C. L.

The Answer.

Dreams, dear boy, dreams. It would, no doubt, redound to the profit and the glory of New York were New York to become the market for the tobaccos grown in Cuba, but it must not be forgotten that free trade in tobacco would mean free trade in cigars, too, and were the cigars of Cuba admitted into the United States free of duty, the inevitable effect would be disastrous to the cigar industry of the United States. Under even the most favorable reciprocal arrangement between the United States and Cuba, the cigars of Cuba would be entitled to the same consideration as the tobaccos of Cuba; so that, altogether, it seems unlikely that the market for Cuban tobaccos will ever be transferred from Havana to New York.

But it is a different story as to the tobaccos and cigars of the Philippines. A vast deal of serviceable cigar leaf is grown in the Philippines, and they manufacture in Manila enormous quantities of very acceptable cigars. It is entirely probable that within a very few years New York may become the central market for the distribution of the tobaccos and cigars of the Philippine Islands.

Europe is already a great consumer of Manila cigars. China and the Orient, which Manila has always supplied with cigars, will no doubt continue to get these direct from Manila, but Germany, England, Spain, in each of which countries Manila cigars are popular, would naturally prefer to come for their supplies to the nearer market of New York.

And this brings me to the logical conclusion of these remarks: Is there at Washington no statesman sufficiently well informed, sufficiently patriotic, to take in hand the drafting of a bill, a practicable measure, I mean, to provide for the manufacture of cigars in bond in the United States for export?

The Administrative Act, passed simultaneously with the McKinley tariff bill of 1890, it is true, provided for the manufacture of cigars in bond, but the provisions of the McKinley Administrative Act are so impracticable that nothing has ever been done under them. What is needed is an act that will make the manufacture of cigars in bond easy. Such an industry as this was the life dream of the late M. Stachelberg, and has also aroused the ambitious zeal of Eugene Vallens, and of a number of other broad-minded American cigar manufacturers. We may safely leave Cuba alone and out of the question as a possible competitor, because Cuba, for various reasons of size and climate, could never manufacture all the cigars that the world would need, but the United States can. There is plenty of trained labor in the United States, far better labor than Europe can boast, and I say this with full knowledge of the skill of the cigarmakers of Germany and Bohemia, and if only the United States could count upon a system of legislation which should facilitate the manufacture of cigars in bond, this country could manufacture all the cigars that its own people, and all the cigar smoking people of the world, could demand.

This is work for the immediate future. Arouse you from your dreaming! Leave the very rich, to whom you have referred, alone; believe me, they have troubles enough of their own. In every civilized country in the world there will always be some who are very rich and some who are very poor. The truly prosperous countries are those in which there is an ambitious, independent middle class.

Free trade in tobacco would not spell ruin to the very rich, and would not result in greater opportunities to the very poor. Neither, as I conceive it, would it be of startling benefit to the middle class. Under the McKinley duties the middle class has not suffered unduly.

If you want to help the tobacco interests of the United States, set your Congressman to work upon a bill that shall provide for the manufacture of cigars in bond for export.

THE MEDICINE MAN.

The States from the Cigar Man's Point of View.

XXXVIII.

SOUTH DAKOTA.

The picturesque old Deadwood coach has disappeared, but during the days when it was busy it deposited enough people to make of South Dakota a progressive as well as a prosperous state.

South Dakota is the next-door neighbor, to the north, of Nebraska. Like the Nebraskans the South Dakotans are a sane, wholesome and enterprising people. They are not so numerous or so rich as the people of Nebraska, but the population is increasing satisfactorily all the time and the ratio of wealth is keeping pace with it. Time was, and that within the memory of living men, when what is now South Dakota was a waste, a howling wilderness; that was before the discovery of mineral wealth in the Black Hills, and before agriculturists dreamed of the vast fields of grain which now cover the plains of the state. In those dead and gone, yet quite recent days, the man who chewed tobacco and the man who smoked a pipe were much in evidence at Deadwood and thereabouts. In the mines of the Black Hills, tobacco chewers and pipe smokers are still numerous, but in the cities and on the farms of the state the consumption of cigars grows steadily from year to year, and the jobbing and retail interests are increasingly prosperous.

XXXIX.

NORTH DAKOTA.

In almost every respect from which she can be regarded by the cigar man, North Dakota is almost a duplicate of her sister state directly to the south. Her people are wide-awake and amiable, and a number of well-known brands of cigars of Eastern manufacture are freely advertised in the newspapers of the state.

Fargo and Grand Forks are the centers of the cigar jobbing interest. The leading jobbers at Fargo are John Thorne, Morris & Grady, Clark W. Haggart, and F. C. Gardner, and at Grand Forks, W. W. Fegan.

—According to the census reports the tobacco crop of the United States in 1899 amounted to 868,163,275 pounds. It was grown on 308,317 farms, occupied 1,101,483 acres, and was valued at $56,993,003.

F. Eckerson & Co.
255 N. Third St.
Philada.
OFFER THE TRADE
The Very Best
HAVANA
TOBACCOS
at the
Lowest Prices

LIPSCHUTZ'S "44" Cigar

The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S Cinco Cigars
Philadelphia.

GUMPERT'S MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.,
615 Market St. Philadelphia.

GRAULEY'S Golden Rule 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's Wardelo REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

El Zeno — Havana Cigar Factory — Philadelphia
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
103 North 2d St.
Philada.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

Pent's TAHOMA 5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

F. C. BARTON, Manufacturer of Lily Brand Narrow Fabrics
54--56 Franklin St., New York. Cigar Ribbons, Tapes, Braids, Bindings. Correspondence solicited.

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.
Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MAY 7, 1902.

Fourth Annual Convention.

The Fourth Annual Convention of the National Cigar Leaf Tobacco Association, which was held at Cincinnati this week has proven a most interesting event. It has been a reiteration of the more friendly relations which exist among members of the entire trade, and it has also shown that the Association has been infinitely beneficial to the whole trade in an indirect way.

As regards one of the momentous questions—a remedy of the present dock weight system—only indefinite results have as yet been accomplished, yet the progress which has been made in that direction is encouraging, in view of the almost insurmountable barriers which at one time appeared.

Many and various theories have been discussed this week and a new course of procedure outlined, which it is to be hoped may be signally successful.

A years's conscientious work by the officers of the association has been reviewed and approved, notwithstanding the criticisms which have been made in some quarters.

It is always more easy to criticise than to create an improvement, and without doubt the convention has been voted a success, it having attained its designs to a remarkably good degree.

President Young's able address (which appears elsewhere,) was a resume of what had been attempted and accomplished during the past year, and also of the chief objects at which the Association would probably aim during the ensuing year. It was both ample and lucid.

The energetic debates which have resulted should be regarded with all friendliness, as this is the only manner in which could be brought out the true inwardness of the representatives there present. Conventions are held for the purpose of freely presenting the views of the members, and thereby attaining the wisdom said to reside in "a multitude of counsellors."

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Inauguration of President Estrada Palma, May 20, 1902. Special tickets to Havana, Cuba, via Key West, Fla., on sale by the Mallory Steamship Line, May 3d and 10th, from New York. Apply to C. H. MALLORY & Co., Gen. Agts., 16 Burling Slip, New York. 4-9-5

CUTTINGS WANTED. State quantity and price. Address G. BUHL, 5-1-2t 4408 Lancaster Ave., Philada.

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MACHINE in complete working order, for sale cheap. Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

FOR SALE.—Second-hand Suction Table Outfits, 100,000 second-hand Cigar Molds, and all kinds of Cigar Machinery. WINGET MACHINE CO., York, Pa.

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigarand Box Machinery Exchange, Reading, Pa. 3-8

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

NOTICE.

WE beg to notify the trade that Frank H. Vogt has withdrawn from the firm of Carl Vogt's Sons, 162 and 164 Front street, New York city, and that the remaining partners, whose names are hereto affixed, will continue the business under the same name and at the same place. Took effect January 1, 1902.
CHARLES VOGT, JR.
5-7-1t ARTHUR G. VOGT.

NOTICE.

NEW YORK, April 29, 1902.
A report has been spread that our firm has sold out its business.

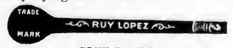
We Wish to Deny

same, and also, caution any person from making assertions of this kind.
L. MILLER & SONS,
153-155-157 Crosby Street,
5-1-2t NEW YORK.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
N. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples. East Petersburg, Pa.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN

HARKEN, PALE FACES!

I am the Medicine Man of whom the books are full. I am the first of the slaves of the creature we call tobacco, and you shall be my auditors

I have come back from the land of shadows to survey what were once the earthly hunting grounds of my people. Whatever pertains to tobacco pertains to me, and The Tobacco World shall be my bulletin. In its columns I shall discourse to you, in a spirit informed with good sense and animated by good will towards all among you, on such topics as shall from time to time appear to me to be timely and pertinent.

The United States has been called one vast university. The teachers of its people are the newspapers, and in this university I shall occupy the Chair of Tobacco.

I invite you to address me on any subject concerned with tobacco and I shall thereupon endeavor to make your communication, whatsoever it may be, the theme of a discourse whose aim shall be to interest not only one but all of you.

Address all such letters thus: "The Medicine Man, Bureau of The Tobacco World, 11 Burling Slip, New York."

No attention will be paid to anonymous communications.

The Manufacture of Cigars in Bond.

HAVANA, April 20, 1902.

DEAR MEDICINE MAN:

Sitting here in my room in the Inglaterra, in a sanitarily new Havana, as different as possible from the dangerously insanitary old Havana that I used to know, and reading an English paper printed right here in the city, I fall to dreaming of many things. First and chiefest, as a careless Elizabethan writer might say, is not what is going to become of Cuba after Estrada Palma becomes President of the Republic one month from to-day, but rather what is to become of the tobacco market here? Will Havana continue to be the market for Cuban tobacco, or will this market be transferred to New York?

For the fifty years which ended with the evacuation of Cuba by the place-holders of Spain, Havana sold its own tobacco, and this system has continued up to now. But is there any reason why it should contine indefinitely? Would it not be better if the market for Havana tobacco were transferred to New York? I think it would, and I am not alone in so thinking.

There has been talk ever since the McKinley year of admitting Cuban tobacco into the United States free of duty. The farmer politicians of New England went on record in 1890, I think, as favoring some such measure. At least, I seem to recall that they declared themselves in favor of admitting Cuban tobacco at a low uniform rate of duty. The only reason for the present duties on Cuban tobacco is the impossibility of admitting that tobacco at a low duty while maintaining an almost prohibitive duty on tobaccos grown in the East Indian colonies belonging to Holland, a friendly nation entitled to as much consideration as any other.

The experience of the past twelve years, under the high duties on tobacco which have prevailed since the McKinley year, seems to make clear the fact that the rich, and particularly the very rich, prosper under this tariff system while struggling men of small capital have an exceedingly hard row to hoe. Well, it seems to me, for one at least, that the rich in our trade are already rich enough. I am not an anarchist, and I don't want to pull down any person or any institution, but I should like to see tried the scheme of admitting tobacco into the United States entirely free of duty.

Will you, dear Mr. Medicine Man, kindly give me your views on this matter? C. L.

The Answer.

Dreams, dear boy, dreams. It would, no doubt, redound to the profit and the glory of New York were New York to become the market for the tobaccos grown in Cuba, but it must not be forgotten that free trade in tobacco would mean free trade in cigars, too, and were the cigars of Cuba admitted into the United States free of duty, the inevitable effect would be disastrous to the cigar industry of the United States. Under even the most favorable reciprocal arrangement between the United States and Cuba, the cigars of Cuba would be entitled to the same consideration as the tobaccos of Cuba; so that, altogether, it seems unlikely that the market for Cuban tobaccos will ever be transferred from Havana to New York.

But it is a different story as to the tobaccos and cigars of the Philippines. A vast deal of serviceable cigar leaf is grown in the Philippines, and they manufacture in Manila enormous quantities of very acceptable cigars. It is entirely probable that within a very few years New York may become the central market for the distribution of the tobaccos and cigars of the Philippine Islands.

Europe is already a great consumer of Manila cigars. China and the Orient, which Manila has always supplied with cigars, will no doubt continue to get these direct from Manila, but Germany, England, Spain, in each of which countries Manila cigars are popular, would naturally prefer to come for their supplies to the nearer market of New York.

And this brings me to the logical conclusion of these remarks: Is there at Washington no statesman sufficiently well informed, sufficiently patriotic, to take in hand the drafting of a bill, a practicable measure, I mean, to provide for the manufacture of cigars in bond in the United States for export?

The Administrative Act, passed simultaneously with the McKinley tariff bill of 1890, it is true, provided for the manufacture of cigars in bond, but the provisions of the McKinley Administrative Act are so impracticable that nothing has ever been done under them. What is needed is an act that will make the manufacture of cigars in bond easy. Such an industry as this was the life dream of the late M. Stachelberg, and has also aroused the ambitious zeal of Eugene Vallens, and of a number of other broad-minded American cigar manufacturers. We may safely leave Cuba alone and out of the question as a possible competitor, because Cuba, for various reasons of size and climate, could never manufacture all the cigars that the world would need, but the United States can. There is plenty of trained labor in the United States, far better labor than Europe can boast, and I say this with full knowledge of the skill of the cigarmakers of Germany and Bohemia, and if only the United States could count upon a system of legislation which should facilitate the manufacture of cigars in bond, this country could manufacture all the cigars that its own people, and all the cigar smoking people of the world, could demand.

This is work for the immediate future. Arouse you from your dreaming! Leave the very rich, to whom you have referred, alone; believe me, they have troubles enough of their own. In every civilized country in the world there will always be some who are very rich and some who are very poor. The truly prosperous countries are those in which there is an ambitious, independent middle class.

Free trade in tobacco would not spell ruin to the very rich, and would not result in greater opportunities to the very poor. Neither, as I conceive it, would it be of startling benefit to the middle class. Under the McKinley duties the middle class has not suffered unduly.

If you want to help the tobacco interests of the United States, set your Congressman to work upon a bill that shall provide for the manufacture of cigars in bond for export. THE MEDICINE MAN.

The States from the Cigar Man's Point of View.

XXXVIII.

SOUTH DAKOTA.

The picturesque old Deadwood coach has disappeared, but during the days when it was busy it deposited enough people to make of South Dakota a progressive as well as a prosperous state.

South Dakota is the next-door neighbor, to the north, of Nebraska. Like the Nebraskans the South Dakotans are a sane, wholesome and enterprising people. They are not so numerous or so rich as the people of Nebraska, but the population is increasing satisfactorily all the time and the ratio of wealth is keeping pace with it. Time was, and that within the memory of living men, when what is now South Dakota was a waste, a howling wilderness; that was before the discovery of mineral wealth in the Black Hills, and before agriculturists dreamed of the vast fields of grain which now cover the plains of the state. In those dead and gone, yet quite recent days, the man who chewed tobacco and the man who smoked a pipe were much in evidence at Deadwood and thereabouts. In the mines of the Black Hills, tobacco chewers and pipe smokers are still numerous, but in the cities and on the farms of the state the consumption of cigars grows steadily from year to year, and the jobbing and retail interests are increasingly prosperous.

XXXIX.

NORTH DAKOTA.

In almost every respect from which she can be regarded by the cigar man, North Dakota is almost a duplicate of her sister state directly to the south. Her people are wide-awake and amiable, and a number of well-known brands of cigars of Eastern manufacture are freely advertised in the newspapers of the state.

Fargo and Grand Forks are the centers of the cigar jobbing interest. The leading jobbers at Fargo are John Thorne, Morris & Grady, Clark W. Haggart, and F. C. Gardner, and at Grand Forks, W. W. Fegan.

—According to the census reports the tobacco crop of the United States in 1899 amounted to 868,163,275 pounds. It was grown on 308,317 farms, occupied 1,101,483 acres, and was valued at $56,993,003.

F. Eckerson & Co.

255 N. Third St.

Philada.

OFFER THE TRADE

The Very Best

HAVANA

TOBACCOS

at the

Lowest Prices

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York, 144 Maiden Lane. Amsterdam. Frascati.

F. GARCIA, BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY. Factory, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

The Inscription of April 30.

At the inscription in Amsterdam on April 30, American buyers secured about 2,600 bales.

A. Cohn & Co. purchased the entire parcel of Namoe Djawi, of which 213 bales are for the firm's American trade; 64 bales Franco Deli/C; 67 bales H D Lankat; 85 bales Medan Tab. My/K N; 157 bales L P C/Padang Tjermin, and 56 bales Deli My /A B.

L. Schmid & Co. secured altogether 2 000 bales, out of which the suitable marks come to America.

The marks are: Deli Ba My / T L, Amst. Deli Ca./A, Amst. Deli Ca./S B/ and Amst. Deli Co /J H.

Rothschild & Bro., bought 100 bales Deli Ba. My /A B. and 150 bales T T R/Lankat.

Jos. Hirsch & Son secured 157 bales of Deli My /A B and Medan Tab. My./K N.

F. & E. Cranz purchased 200 bales Deli My./A B and Deli Ba My/T H.

S. Rossin & Sons secured 125 bales of [illegible] & V S Deli Lankat/B and the [illegible] C S/G.

The American Cigar Co. purchased 898 bales of various marks.

E. Spingarn & Co. secured 75 bales Deli Toewas.

Sutter Bros. purchased 200 bales of various marks; Leonard Friedman & Co., 100 bales, Laverge & Schneider, 100 bales, and H. Duys, Jr., 65 bales of different marks.

Leopold Loeb & Co., of Philadelphia, purchased 110 bales.

The Inscription in Hartford.

The sale at auction in Hartford, on May 1, of the 40 acres of shade grown Sumatra and other tobaccos was a great success, although not by any means so great a success as it would have been had it been held in New York.

Foot Guard Hall in Hartford, where the auction took place, is a low ceilinged room and was uncomfortably crowded during the sale, not by buyers, but by New England tobacco farmers who went there to see what the New Yorkers would do, and who kept the room filled with the smoke of very poor cigars. The discomfort of the bona fide buyers was increased by the fact that throughout the five weary hours the sale lasted they were compelled to stand.

The best price of the day was obtained for bale 5 in lot 5 of the Olds, Whipple & Pinney Sumatra, $2 80 a pound, and the buyer was the big Sumatra importing firm of E. Rosenwald & Bro, which is also, by the way, one of the largest packers of the usual style of tobacco grown in Connecticut. The firm was represented at the sale in Hartford on May 1 by Benno Neuberger, who usually buys genuine Sumatra for it in Holland, and who is popularly believed to know as much about real Sumatra as the law allows.

Mr. Neuberger bought a number of bales at the Hartford sale and the fact that he paid the biggest price of the day for one lot is the highest compliment that the growers could have received.

I. Kaffenburg & Sons, of Boston, paid $2 70 for one bale of the Olds, Whipple & Pinney tobacco and $2 30 for another. Other buyers of this tobacco were L. P. Bissell & Bro., of Suffield, Conn., Charles Subert, of Chicago, and others.

The 35 bales in the Olds, Whipple & Pinney lot brought an average of $1.63 a pound.

The 7 bales grown by Clark Bros. brought an average of $1 42.

The 10 bales grown by H. Reed brought an average of 77¾c.

The 6 bales grown by August Pouleur brought an average of 66c.

H. K. Wright's 3 bales brought an average of $1.07.

W. Sikes' 3 bales went at an average of 67½c.

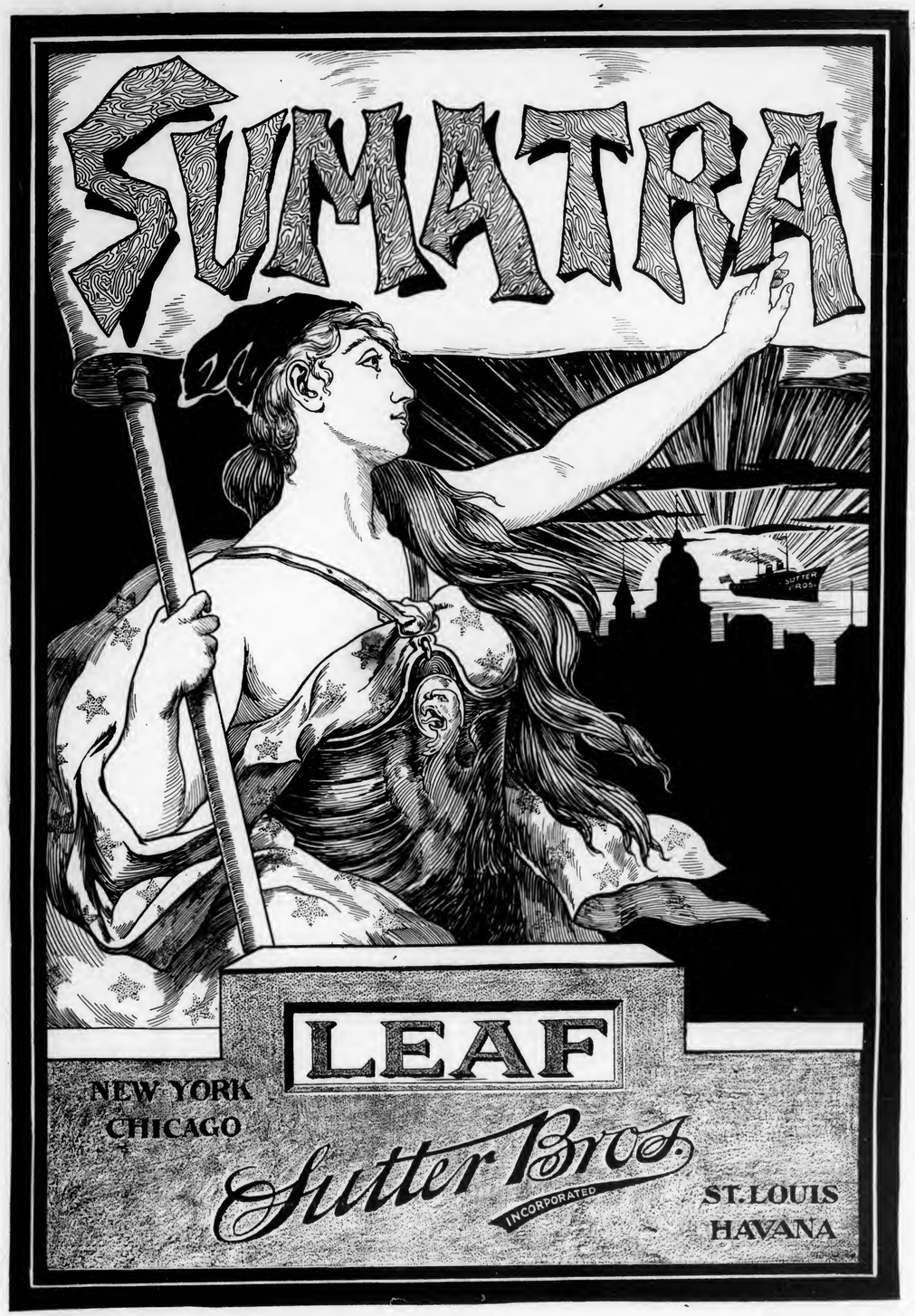
Pitcher & Philips' 2 bales brought an average of 41½c.

The 30 bales grown by H. Woodford, which were scheduled to be sold, were withdrawn from the sale, as were also the 2 bales grown by Allen & Willey.

General interest centered in the 120 bales grown by Ariel Mitchelson. This was admitedly fine tobacco. The first lot came late in the afternoon, when people were beginning to get tired, and the best price obtained for any of it was $1.90. Previously to this lot the tobacco had been offered by the single bale, but Mr. Mitchelson's tobacco was put up in lots of 10 bales and more. Several explanations of this action are given, but the true one appears to be that there was not time to do anything else.

Leschker & Pletschke, cigar manufacturers of Hartford, bought 21 bales at $1.80 per pound.

Charles Soby, also a well-known cigar manufacturer of Hartford, bought 30 bales and paid $1.30 for the medium colors and $1.60 for the light. Both of these buyers subsequently refused large advances for their tobaccos. Bremer Bros. & Boehm, the well-known Philadel-



E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

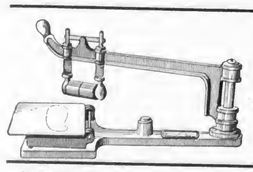
GEO. SCHLEGEL 138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. J. SCHOENER & CO. IMPORTERS & PACKERS LEAF TOBACCO 169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS, IMPORTERS OF Havana, Sumatra AND DEALERS IN Seed Leaf Tobaccos. 177 PEARL STREET. NEW YORK.

H. H. MILLER, Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

phia leaf house, paid $1.80 for some of the Mitchelson tobacco.

E Rosenwald & Bro. took 9 bales at $1.67½.

The average price brought by the Mitchelson tobacco was $1.15.

A very interesting feature of the sale was the price realized for the old-fashioned Connecticut Havana seed, also grown under shade. The 26 bales grown by Mitchelson & Case brought from 47c to $1.50 a pound, an average of 85½ cents.

Eight Cuban bales grown by Olds, Whipple & Pinney brought from 10 cts. to 25 cts. a pound, and 3 bales of the same tobacco grown by Clark Bros. brought respectively 11, 13 and 14 cents.

Notwithstanding that the tobacco sold at auction at Hartford on May 1 may be said to have realized the hopes of the farmers and of the paternal Agricultural Department in Washington, it is not believed that there will ever be another. The tobacco would have brought 25 per cent. more had the auction been held in New York. The farmers were mean and stingy, and so they lost one-quarter of the harvest. In New York they would have had a very much larger audience and much livelier competition.

Sutter Bros. purchased "out of hand," i. e., before the sale, Ariel Mitchelson's 20 Cuban bales, but the price was not made public.

The Arrogance of Brooklyn

The people of Pennsylvania, and particularly those of them who work in the cigar factories of the state, have a slight grievance against cigar manufacturer Chas. L. Feinberg, of Brooklyn, N. Y.

Mr. Feinberg's leading nickel brand, "Natural Aroma," is thus advertised in all the ferry houses on both sides of the East River:

NOTICE.

If you want a good article, do not lose sight of it by extra inducements.

Do you suppose a corporation will give you dollar for dollar and an extra half dollar because they like you?

Natural Aroma cigars.

The only straight five-cent cigar on the market.

No Presents—But Full Value

No Artificial Flavor in the Cigar

And not made by Pennsylvania Farmers.

New York Leaf Market.

Of spectacular transactions the New York leaf market is entirely bare this spring. It is also true that the general cry is that business is dull, yet it is also true, happily, that the enterprising houses are all hopeful of the immediate future, and that the salesmen now on the road are sending in a sufficiency of orders to keep their employers contented.

Havana leaf is the one staple which is always in demand and the big importers have done a better business since January 1, last, than they did during the first five months of 1901. One house sold between January 1 and May 1 just 5,066 bales, and its sales for the week ended May 3 were 244 bales. If this ratio keeps up the firm says 1902 will be the best year it has ever had.

The new Sumatra is still being ordered only in pound lots.

For the new Florida there is an active demand. The prices obtained for the Connecticut shade-grown Sumatra, at the auction at Hartford on May 1 are eloquent of the hunger there is in the United States for a suitable domestic wrapper leaf. Prof. Whitney, who was interviewed in Washington on May 3, says that the auction at Hartford makes clear that the shade growing experiment has been a great success and he predicts that before long Connecticut will be producing 1,000,000 pounds of cigar leaf wrapper tobacco every year.

In domestic types the New York market is undeniably quiet.

Owl Commercial Co's Florida.

Since January 1 the Owl Commercial Co., growers of Florida tobacco, are reported to have disposed of fully one-half of the crop raised in 1901.

The Owl Commercial Co's Florida wrappers sell at from 75 cents to $2.25 a pound, and the fillers at an average of 40 cents.

The company says that the crop of 1901 was the finest it has ever raised.

Cuban Tobacco Coming.

The steamship "Havana," from Cuba, is bringing 55 bales of Havana leaf to Joseph Merfeld & Co., of Baltimore, this week.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Philadelphia Tobacco Pencilings.

Gumpert Bros., of this city, engaged an additional salesman on May 1, when E. M. Beecher joined the firm's selling forces and will represent the house in the South, where he is well acquainted with the trade.

Treasurer Theobald, of the Theobald & Oppenheimer Co., received a cable last week informing him that George E. Spotz and party were at Heildelberg, Germany, and enjoying their stay. They will be gone for some time yet.

Charles Spiegel, at 714 Vine street, is making a leader of his "714" cigar, which is made specially for him by S. Wulkan & Co., of this city.

Fauth & Ogden, Third and Market streets, are energetically pushing their five cent leader, "Cosmos," and are distributing some advertising matter to their trade. The latest specimen they have sent out is a handsome sign in the shape of a drum, on which is printed a reproduction of the label which adorns this brand, with a green background and the name "Cosmos" printed across it in a brilliant red.

C. E. Miller & Co. have now everything in readiness to extend their business. Their leading brand is the "La Escepcional" which is made up in eighteen sizes. Mr. Miller is president of the company and will have charge of the office in this city, but he will also spend considerable time on the road.

,,Del Puente" is the name of the new brand just being put on the market by Auer & Dempsey, which is made up in eight sizes. They report their trade as being very brisk.

W. G. Worthington, manager of the Lafayette Cigar Co., made a flying trip to New York city on Monday last.

C. Francis Watkins, who recently opened a cigar store at 1827 Ridge avenue, is meeting with elegant success. His leading five cent cigar is the "Patrick Henry" of E. G. Steane & Co., and Mr. Watkins informed the Paragrapher that the brand was meeting with much favor among his numerous customers.

J. T. Mayer, of the Pareira-Mayer Co., of New York, spent the greater part of the past week in visiting the trade in this city, but left early this week on an extended western business trip.

"Eddie" Dunlap, with Arguelles, Lopez & Bro., arrived in Philadelphia last Sunday from the west.

H. M. Weaver, of H. M. Weaver & Son, is at Atlantic City for the benefit of his health. George is now devoting his time to the store, while the outside work is being looked after by "Doc" Server. Their "Americanos" brand is meeting with a steady demand.

Among the visitors in the local trade this week were J. Alvarez, of Y. Pendas & Alvarez, Mr. McBurney, with F. Garcia & Bro., Mr. Wodisky, of M. Lorente & Co., all of New York city; Bernard Livingston, the general traveling representative of John C. Heckert & Co., Dallastown, Pa., A. H. Spangler, Codorus, Pa., and M. Falk, with Cameron & Cameron Co., Richmond, Va.

IN THE LEAF CIRCLES.

George Bremer, of Bremer Bros. & Boehm, attended the sale of the Connecticut shade grown Sumatra, held at Hartford, Conn., last week. He purchased a considerable quantity of the tobacco, samples of which have already been received. The prices ranged—75 cents for dark wrappers, $1 to $1 60 for medium, and $1.60 to $2 80 for light wrappers. Mr. Bremer considers their purchase a fine lot, and predicts a great future for this style of leaf, as it is of a fine texture, and, it is believed, will roll more cigars to the pound than the foreign grown leaf.

Max Bamberger, of L. Bamberger & Co., also attended the auction sale of the Connecticut shade-grown Sumatra at Hartford.

J. E. Plummer, with Young & Newman, left yesterday for New York, to remain there for the rest of the week.

The Loeb-Nunez Havana Co. report a very satisfactory trade. On Monday a deal of 759 bales was consummated.

This is the Cigar that will help you out in 1902.
A 3-cent Cigar of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE JANESVILLE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

Carl Haeussermann, of L. G. Haeussermann & Co., is spending his second week visiting the trade in Pennsylvania, where he is doing some very effective work and is meeting with much success.

J. W. Eckerson, of F. Eckerson & Co., has taken charge of the firm's office during the absence of his brother, F. Eckerson, who is attending the convention at Cincinnati.

George Burghard has just received a fine lot of 1900 Havana and Onondaga B's.

Leopold Loeb & Co. purchased 110 bales of Sumatra at the inscription at Amsterdam on April 30. They report the same to be a desirable lot of tobacco.

Hipple Bros. are very active, and are meeting with elegant success Fred Hipple is visiting the trade in Pennsylvania, while Charlie is at Chester and Wilmington.

About 12 o'clock on Monday night a fire was noticed on the fourth floor of L. G. Haeussermann's building, 23 North Third street, and an alarm was promptly turned in. The firemen responded quickly, and a few minutes work on the part of the chemical engine men extinguished the blaze. damage was confined to the fourth floor and the breaking of the sky-lights by the heat, the entire loss probably not exceeding $200. Mr. Haeussermann owns the building, but as no water was used by the firemen his stock of leaf tobacco fortunately escaped any damage whatever.

Among the visitors noticed in the leaf trade this week were: Frank Pulver, with Sutter Bros., H. Fisher, with A. Cohn & Co., Max Herzog, with P. Dennerlein & Sons, B. Regenburg, with Hinsdale Smith & Co., all of New York, and X. Hanna, of Hanna Bros., Dayton, O.

PHILAD'A LEAF MARKET.

The market seems to be easing up a little. There is more call for force sweat Connecticut, especially the fine seconds, which have found ready sale whenever offered. The scarcity of binders will move the Connecticut seconds out of the market before the natural sweat is ready. The demand for the '99 crop of any growth continues, with very small offerings and well sustained prices.

Sumatra.—Outside the usual hand to mouth purchases, shows no disposition to large transactions until a more thorough comparison between the old and new crops can be made.

Havana.—Deals of any magnitude few and far between. Offerings numerous, and prices well maintained.

Imperial Tobacco Co's. Buyer Coming.

Among the passengers on the steamer "Saxonia" leaving London May 4, are Messrs. Clarke, Player and Gunn, who are prominent in the British tobacco trade. Mr. Gunn represents the Wills Tobacco Co. They will make a long visit to the United States for the purpose of buying tobacco in the Southern market for the Imperial Tobacco Co. of Great Britain.

Leopold Schmid Coming Home.

Leopold Schmid, senior member of the big Sumatra importing firm of L. Schmid & Co., of New York city, who went to Europe on March 25 to attend the inscriptions in Holland, sails for home on the Kaiser Wilhelm der Grosse to-day, May 7.

A Good Cigar Story.

Rev. Dr. Huntington, rector of Grace Church, told this story on himself at a recent banquet of the Clerical Club, apropos of the cigars then being enjoyed:

"I was waiting one day in the Grand Central Station," he said, "when my attention was attracted by a controversy between a young telegraph operator and a man standing outside his window. The man was standing with his back to me, but I saw that he was offering the operator something, and that the operator twice declined to take it. Presumably it was a telegram so worded that it might not pass according to company's rules, and the operator had to be firm in adhering to the laws of censorship. When the man had walked away I thought: Now here is a chance to say a word in season and encourage this man in fidelity to duty. So I sauntered up to his window and said:

"'That was a commendable act, young man. It takes lots of moral courage to say no; but—'

"I had gotten on that far while he stood looking at me blankly. All of a sudden he appeared to comprehend, and he interrupted with:

"'Yes. And did you notice the end was bit off it already? If it was any good why didn't he go on and smoke it himself?'"—N. Y. Times.

NEW SUMATRA.

Deli My. | M.

Deli My. | L. M.

Amst. Deli Co. | A.

W. & V. S. | Deli Langkat | B.

S. B. | Deli

Franco Deli | B.

P. T. M. | Deli

N. A. T. M. | S. K.

The Finest Lots Offered at the Recent Inscriptions.

Call or write for Samples and be convinced.

H. DUYS, Jr.

No. 160 Water Street, New York.

Branch of the Amsterdamsche Tabakshandelmaatschappy.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

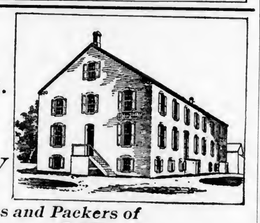
OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to-date

CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U. S. A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to.

A. K. MANN,
Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

FOURTH ANNUAL CONVENTION
OF
The National Cigar Leaf Tobacco Association.

Leaf Men of the Country Meet and Discuss Matters Affecting the Industry. Future Movements Given Careful Consideration.

PRESIDENT YOUNG'S REVIEW of the YEAR.

BY A STAFF CORRESPONDENT.

CINCINNATI, O., May 5, 1902.

The fourth annual convention of the National Cigar Leaf Tobacco Association opened in this city today, with a good representation of delegates present. During the past few days there has been ideal weather, and all delegates who arrived seem to have come with a feeling of much delight and there is already promise of much enthusiasm, and some profitable discussions on matters concerning the trade's interests are likely to result.

Delegates and other visitors have been made most welcome by the Entertainment Committee of the Local Board. Secretary Staun and his colleagues deserve much praise for their energetic work and the effectiveness of the results. The hospitality which has been extended by the members of the trade in the several cities in which the previous annual meetings have been held, has been more than repeated by the Cincinnati trade.

Monday Morning Session.

After President Young had called the meeting to order, about 10.30 a. m., an address of welcome to the delegates was made by Louis Newberg, on behalf of the Cincinnati Local Board. He spoke briefly, but sincerely, saying in part, that at all places of the previous meetings of the National Association the delegates had been given the freedom of the city and the keys thereto, but those keys, said he, were mythical, while those which he had been delegated to present were more real, i. e., Whis keys. This assertion was received with hearty applause.

Owing to the fact that the minutes of the previous annual meeting had been fully printed and a copy sent to each member, the reading of these minutes was dispensed with.

John Oberhelman was then elected Secretary of the meeting.

President Young delivered his annual address, which was listened to with much interest by those present.

Mr. Young's address was as follows:

Again are we met in National Convention to consider what is for the best interests of our industry as a whole, and it is at a time when matters of great moment to every member of our Association must be carefully considered and judiciously acted upon. Knowing that every delegate present has been selected by his local board as being specially able to care for the interests of his constituents, and believing that all present recognize the individual responsibility devolving upon each member of this convention, I feel that the results which will come from the work done here will be all that is anticipated. Your executive fully recognized the tremendous responsibility which rested upon him during the past year in leading and directing the work which has been done, and he has conscientiously endeavored to so act as to make your Association what it should be, a benefit to all and not alone to any one branch of the trade. Whether what has been done will meet with the approval of all of you remains to be seen, but I earnestly ask that you lay aside all individual prejudice or opinion and consider only the results to the entire trade of what has been done by your executive officers, and in order that you may be fully informed I will now endeavor to give you some idea of what has been done, why it was done, and also of the results thus far accomplished; but before proceeding to do that, it is right and proper that mention should be made of the death of your secretary, Mr. Walter G. Wilson, of Philadelphia, who in the providence of God was on August 7th, 1901, taken from among us. He had for two years filled the office with fidelity to your interests and in all of his relations to the Association faithfully performed the duties assigned him.

On August 27, 1901, I was advised that the Milwaukee Board had forwarded to the Commissioner of Internal Revenue at Washington a petition asking that some measures be taken to prevent the abuses growing out of the practice of certain cigar manufacturers who, in contemplation of bankruptcy, have disposed of their stocks of leaf tobacco to other manufacturers, thus defrauding their creditors in the leaf trade.

The National Association being requested to support this petition, I immediately made, through our Washington representative, to the Commissioner of Internal Revenue, the suggestion that regulations be provided to prevent the closing of cigar manufacturers' accounts if found to be in debt for their raw material at the time of closing, but a careful examination of the statutes resulted in a ruling by the Commissioner to the effect that there was no authority in law for such action, and, further, that the matter was one to be dealt with under State and national insolvency laws rather than the Federal Internal Revenue statutes.

Following this discussion an appeal was made to the House Committee on the Judiciary, which was then engaged in drafting a series of amendments to the Federal bankruptcy law, and the trade is to be congratulated upon the fact that Chairman Ray, of this committee, has reported a bill amending the existing law so that the courts will refuse to discharge a bankrupt who has committed any of the following offenses:

First—Obtained property on credit, upon a materially false statement in writing, made by him to any person for the purpose of obtaining credit, or of being communicated to the trade, or to the person from whom he obtained such property on credit.

Second—Made a fraudulent transfer of any portion of his property to any person.

Third—Been granted or denied a discharge in bankruptcy within six years.

Fourth—In the course of his proceedings refused to obey any lawful order of or to answer any material question approved by the court.

It is believed that these amendments will cover most of the actions which have been complained of, and it is the opinion of the Judiciary Committee that they go as far as is safe without interfering with bona fide transactions. Believing that you will all recognize the importance of supporting the committee having this bill in charge, I recommend that you adopt a resolution at this convention endorsing the bill and that the various local boards unite in petitions to both the House and Senate urging the passage of this bill, which is known as H. R. 13679.

THE DOCK WEIGHT BILL.

Greater progress has been made during the present session of Congress with the proposition looking to the repeal of the present dock weight law than during any session since it was enacted. You will remember that at the last convention a resolution was adopted instructing the Legislative Committee to endeavor to induce Congress to so amend the law as to collect duties on imported tobacco at the weight ascertained after the moisture had been eliminated, as is the custom in other countries. In accordance with your wishes the Legislative Committee examined the system successfully used in Great Britain and Canada, and it was decided to urge its adoption upon Congress. As preliminary to this step an application was made by your executive to the Secretary of the Treasury to have the feasibility of the project determined by an expert examination at the port of New York. The Treasury Department consented to refer the matter to the officials of the port of New York and a demonstration was thereupon made in the presence of Deputy Collector Couch and others by two New York members of the Legislative Committee, and thanks are due them for the able manner in which the demonstration was made and for its satisfactory results.

Upon the conclusion of the demonstration, Deputy Collector Couch, with the approval of Collector Bidwell, forwarded to Washington the following favorable report, which the Secretary of the Treasury directed to be transmitted to me for your official information, viz:

CUSTOM SERVICE,
OFFICE OF THE COLLECTOR,
New York, February 27, 1902.

The Honorable,
The Secretary of the Treasury,
Washington, D. C.

Sir: I received a letter signed John R. Young, President of the National Cigar Leaf Tobacco Association, dated Philadelphia, Pa., January 28, 1902, and addressed to the Honorable Secretary of the Treasury, relative to a plan by which the excessive moisture in importations of tobacco may be ascertained and allowed for at the time of importation, and thus in a measure overcome the objection of tobacco importers to the present method of ascertaining the weight of such importations for purposes of final liquidation. The letter was referred to this office for an expression of its views by Department Endorsement January 29, 1902, O. L. Spalding, Acting Secretary. (A. J.)

In reply, I have to say that this office in its letter dated April 2, 1900, seriously objected to a proposed change in the law, which at that time was attempted, the object being to secure legislation which would postpone the ascertainment of the weight of tobacco importations until withdrawal of the same for consumption. The object of the plan now suggested is of a distinctly different character, to which no objection is apparent, provided a legal standard can be established as to what shall constitute a normal or merchantable degree of moisture. This office understands that tobacco containing ten (10) per cent. of moisture is regarded as the proper quantity, and is so accepted in the general trade. If the percentage stated can be determined upon by legislation or otherwise, the question of an allowance for any excess of moisture over the ten (10) per cent. for purposes of liquidation can readily be ascertained in the same manner as is now practiced in the treatment of wood pulp. The working of the scale referred to in the letter of Mr. Young was illustrated in a somewhat crude manner in this office, and simply served to show that the percentage of moisture in a given sample might be ascertained by weighing the sample before and after the evaporation by heat of the contained moisture.

The letter of Mr. Young is herewith returned. Yours respectfully,

(Signed) J. J. Couch,
Special Deputy Collector.

The dock weight matter, therefore, is in excellent position, the Treasury Department having consented to an official demonstration, and having officially advised this Association of the successful outcome. It is obvious, of course, that with the pending controversy regarding Cuban reciprocity now before Congress, the time is not opportune for urging this bill, as the Ways and Means Committee has declined to give hearings or consider any proposition whatever relating to the tariff of customs administration matters. The outlook for favorable action in the present Congress, however, is encouraging, and those having the matter in charge will use every effort to secure the desired result, and I recommend that you adopt a resolution asking the Legislative Committee to continue the work on the same line by the preparation of a bill making the amendment to the Customs Administration portion of the Dingley law, covering the plan above outlined. This can be presented at the short session of the present Congress, and there would be a reasonable chance of its passage if all would unite in bringing the matter to the attention of their respective Congressmen shortly before the beginning of Congress, in December next.

On October 29, 1901, I was advised by the Secretary of the New York Board of the adoption of a resolution requesting Congress to abolish the war taxes on Custom House entries and withdrawals, and asking your Legislative Committee to bring this before the proper authorities at Washington and do everything in its power to have this clause in the Internal Revenue law abolished.

Immediately upon the assembling of Congress I prepared and had filed by our Washington representative with the Ways and Means Committee a memorial setting forth the importance, to the tobacco trade especially, of the early repeal of the stamp taxes on Custom House entries and withdrawals, calling their

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

Great Sire

A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices. **Mount Joy, Pa.**

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher. **Hopkinsville, Ky.**

The Tobacco Trade Directory
AND READY REFERENCE
$1.10 By Mail
ADDRESS:
The Tobacco World Pub. Co.
224 Arch Street, - Philadelphia,
11 Burling Slip, New York.

agitation, and you injure yourselves and intensify and prolong the stagnation in our business under which we are now suffering. It is always difficult for the physician to correctly diagnose an inward or concealed disease, but very easy if on the surface of the body. The disease under which we are now suffering is apparent to the eye, the remedy is at hand; will you apply it? If you will, then unite with the beet sugar men in strong, earnest and effective action by every means in your power to defeat the so-called reciprocity bill, but which is nothing more or less than a bill for the benefit of the united sugar and tobacco trust.

Before closing this subject I would like to say that I know that there have been letters written to members of both House and Senate, suggesting that the duties on tobacco be treated separately from cigars; but I have it from the best authority that no one, either of the Ways and Means Committee or in Congress, publicly or privately, has ever spoken of or advocated at this session reductions in the duties on tobacco and cigars other than a horizontal one. If any suggestion has been made and approvingly received by any member of the House or of the Senate, it must have been privately, and with a view merely of pleasing some constituent or correspondent, and with a full knowledge that nothing of the sort could or would be done.

In addition, let me also advise those to whom it is of interest, that the petition sent to Washington, asking that a provision be made in the bill for a rebate of the duty paid on stocks of cigars or tobacco in the hands of dealers or manufacturers should the rates be reduced, will not be acted on, as it would be impossible to make a provision to return the duties on goods after they have been withdrawn from bond, whether such goods be cigars or tobacco, but in the event of a reduction of the duty being made, there will undoubtedly be passed a bill providing that the reduced rates shall also apply on goods still in bond, either cigars or tobacco; in fact, such a bill has already been introduced, but naturally no action will be taken on it unless the bill actually reducing the duties on imports be passed.

Well knowing the ability displayed and results accomplished by your representative at Washington during the past year, and believing you will all recognize that your Executive and the Legislative Committee have had earnest and constant support from him in every measure proposed for your interest there, I heartily commend him to you and the new Executive Board, and earnestly hope that the contract with him may be continued for another year from January 1, 1902. I do not believe a better man can be secured, or one who will more consistently care for your interests in Washington, and it is with a peculiar sense of gratitude in your behalf that I make this earnest recommendation. In addition to the work done on matters of general interest the services of the gentleman have been specially valuable in adjusting matters in controversy between individual members of our Association, and the Departments at Washington he having personally handled all such, which have been referred to me during the past year.

The work done by the Bureau of Soils during the past year has developed the fact that this country can grow fine tobacco, and as the Bureau, under the able direction of its chief, Professor Whitney, proposes to continue the work in other States, notably Wisconsin, it is the duty of our Association to render whatever assistance is asked for, and I recommend that you adopt a resolution commending the Bureau for the work already done, and pledging to those in charge of the work our earnest support.

At the close of this convention I hand back to you the office with which you have honored me for three successive years, and while I shall be very glad to be relieved of the responsibilities and duties of the office, I shall still continue to have the same interest in the Association as I have had hitherto, and if I can be of any assistance to the new officers, my services are at their command.

To all who have so earnestly and heartily supported and assisted me in carrying on the work of this Association, I can only say I thank you, both for myself and for the entire membership, and ask that you support the new officers as earnestly and faithfully as you have me, for by so doing you will benefit yourselves as well as the entire trade.

After the applause which followed the reading of the President's address, Mr. Cullman moved that the address be received and the motion was unanimously agreed to.

A committee, consisting of Messrs. Schuster and Gunther, appointed to report on credentials, reported the following delegations:

New York—S. Rosenwald, F. Cranz, A. Bijur, A. Pazos, J. Cullman, F. Frese, S. Koenig, W. Beer.

St. Louis—O. Immenhausen, E. Maendlen.

Baltimore—A. W. Gieske.

Kansas City—J. C. Mitchelson.

Chicago—Jacob Sutter, E. Hecht, Jos. Wedeles.

Cleveland—H. McIntire.

Janesville—S. B. Heddles.

Philadelphia--F. Eckerson, Jacob Labe, H. W. Bremer.

Cincinnati—Louis Newburgh, M. Eisenberg.

Elmira—Frank Inkstadter.

Troy, O.—L. A. Wheeler.

Lewisburg, O.—H. P. Smith.

Milwaukee—George J. Schuster, John J. Staun.

Dayton, O.—Moses Krohn.

Boston—B. A. Kaiser.

Lancaster--W. S. Bare, M. Rosenthal.

The report of the committee on credentials was accepted.

The Treasurer's Report.

The report of the Treasurer of the Association was then given, as follows:

RECEIPTS.

Balance on hand		$2,915.34
Boston	$100 00	
Hartford	10 50	
Baltimore	10 50	
Dayton	50 00	
Lewisburg, O.	10 50	
New York	610 00	
Kansas City	10 00	
Chicago	210 00	
Janesville	20 00	
Cleveland	70 00	
Milwaukee	60 00	
Cincinnati	190 00	
Lancaster	110 00	
St. Louis	110 00	
Philadelphia	210 00	
Elmira	30 00	
	$1,810 00	1,810 00
		$4,725 34
Interest to May 1, 1902		60 33
		$4,785 67
Expenditures		1,288 02
		$3,497 65

The report was signed by George J. Schuster, Secretary, and approved by M. Rosenthal, Chairman of the Finance Committee.

A report on membership was received and accepted, five new members having been enrolled, after which the convention adjourned until Tuesday at 10 a. m.

Tuesday Morning Session.

A telegram was received from Harry S. Rothschild, regretting his inability to attend.

Mr. Friedman, of Chicago, offered a resolution favoring a reduction on Cuban tobacco to 35 cents per pound, which was amended by Mr. Krohn, of Dayton, to 50 cents, and passed in the amended form.

A resolution was offered by Mr. Kaiser, of Boston, favoring a uniform rate of duty on all leaf tobacco,

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK **KRUEGER & BRAUN** LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK. NEW BRANDS Constantly ADDED.

attention as to how we have been burdened with this section of the War Revenue law, owing to the practice of the trade in warehousing imported tobacco and withdrawing it in small lots, often by single bales, and being compelled to pay stamp tax on each withdrawal.

The Ways and Means Committee was especially impressed with these representations, and these taxes were included among those to be repealed, even before the committee decided upon the general plan of wiping out all of the war revenue taxes.

The Ways and Means Committee was also advised of the annoying character of the special taxes on dealers in leaf tobacco, and the numerous controversies which were constantly arising between internal revenue collectors in various districts as the result of the outrageous language of the law, which was frequently construed to require the payment of special taxes and keeping of complete set of books at every warehouse, whether buying and selling were carried on there or not. The trade is to be congratulated upon the fact that the war revenue reveal bill sweps away this obnoxious special tax, and that the trade after July 1 next will be relieved from any further annoyance or embarrassment on this score.

In my last annual address at the convention in New York, I called your special attention to the fact that at the next, the present, session of Congress it was almost certain that some change would be made in the existing tariff on tobacco imported into this country from Cuba, and asked that the convention carefully and fully consider the question and so instruct the Legislative Committee as to enable them to act with the authority and by the direction of this Association.

The question was referred to the Committee on Resolutions, and they, after a full and careful discussion, decided to report the following resolution, viz.:

"Resolved, That the Legislative Committee be instructed to oppose any and all tariff legislation on the part of Congress other than that referring to a special uniform rate of duty."

This resolution was written by me in the committee room and was presented to the convention, where it was ably and fully discussed and finally adopted.

The instructions contained in this resolution are plain and explicit, and your executive claims and firmly believes that he has carried out not only the spirit but the letter of your instructions, although his actions and words have been very severely criticised, and doubtless many have been led to believe that the criticism has been just, simply because I have not replied in a public way to the mean, contemptible and scurrilous attacks which have been made on me by a certain trade paper. My reasons for not doing so were, first, because I did not think them worthy of any other treatment; second, because this is the only place where, and you the only men to whom, any public statement should be made; and, if after you have heard my statement there is any man present who desires to specifically charge that I have acted contrary to your instructions, then I will defend my actions and words, leaving it to the good sense of the convention to decide the question at issue, and should it be your decision that I have disobeyed your instructions, then, and only then, will I admit the justness of the criticism and abuse to which I have been subjected.

The question of reciprocity with Cuba had been discussed by the newspapers of all sections of the country, but it was not until the question was presented to Congress by the President in his message that it assumed official or tangible shape; the tenor of the message you all know. Immediately after the President's message had been sent to Congress I sent to every member of the trade in the United States a series of questions, as follows:

Shall we oppose all tariff legislation by Congress at this session?

Shall we favor or oppose a reduction of the duties on Cuban tobaccos?

Shall we favor or oppose a reduction of the duties on Cuban tobaccos if the same bill provides also for a reduction in the duties on cigars?

Will a reduction in the duties on Cuban tobacco and cigars be beneficial to our interests?

You will notice that all the questions were so worded as to secure a plain and explicit statement of opinion, and not an indorsement of either the opinion of the Legislative Committee or of my own. My object in sending these out was to ascertain just what was the individual opinion of the trade, and the answers received were surprising in their unanimity, for with very few exceptions the opinion was "Oppose all tariff legislation at this session." This simply confirmed the action of the New York Convention, and showed that the delegates had correctly voiced the opinions of their constituents; therefore your executive decided to act promptly by requesting the several local boards to hold meetings and protest to Congress against any reduction whatever.

On January 15th the Cuban Commission presented their petition, which, so far as it related to our industry, asked for a 50 per cent. reduction in the Dingley rates on tobacco and its manufactures.

We having arranged for a hearing before the Ways and Means Committee on January 21st on this question, all of the local boards were requested by me to send delegates to Washington, and on the evening of the 20th your executive met representatives from the following local boards, viz.: New York, Chicago, Cincinnati, Dayton, Elmira, Milwaukee, Lancaster and Philadelphia. In addition to our own representatives, there were also in Washington committees from many of the Cigar Manufacturers' Associations, Growers' Associations, and also a representative of the Cigarmakers' International Union, and knowing that all were there for the purpose of protesting against the proposed reduction, it was suggested that a combined meeting of the representatives of the different interests be held so as to secure if possible unanimity of action at the hearing on the following day. This being decided upon, the meeting was held at the Arlington Hotel, at which there was an attendance of forty-two gentlemen, representing all of the different branches of our industry, cigar manufacturer, importer, packer, jobber and gower, and it is, perhaps, needless to say that the gentlemen present were most able, intelligent and representative men, and all surely able to care for the interests of those they represented, and it was the first time in the history of our industry that such a meeting was held. You can well imagine that the question at issue was ably and fully discussed in all its bearings and relations to the interests of each branch of the industry; and, therefore, when it was finally decided to go before the Ways and Means Committee as a united delegation of tobacco men, protesting against the proposed reduction on the broad and comprehensive ground that any change in the tariff rates on tobacco or its manufactures at this time would seriously injure the entire industry, it expressed the judgment of the most representative body of tobacco men ever brought together, and I challenge anyone here or elsewhere to prove that their judgment was not the wisest. From what I hear and know, none do challenge it, excepting those who cannot see beyond what appears to them to be their own personal interests, or those who are always anxious and ready to breed dissension.

At the hearing on January 21st before the Ways and Means Committee all of the several interests were heard from, and while to almost every speaker questions were put which might or might not have been answered differently at another time, they were answered in such a manner as to strengthen and solidify the main argument, which was, that all were opposed to the proposed reduction.

The Cuban petition asked for a reduction of 50 per cent. from the Dingley rates of duty. This meant that if the Cuban demand was granted the rates of duty would be as follows:

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. **NEW YORK.**

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
—THE TOBACCO WORLD—

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
East Petersburg, Pa.
We employ no traveling salesmen, but deal directly with the wholesale trade.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Cigars, $2.25 per pound and 12½ per cent. ad valorem.

Leaf Tobacco, Fillers, 17½ cents per pound.

Leaf Tobacco, Wrappers, 92½ cents per pound.

This was the proposition we had to meet, and every man present recognized the gravity of the situation, knowing full well that the only way to prevent disaster to our entire industry was to combine against any reduction whatever, using every argument possible to secure that end. To have advocated at this hearing any other course than that the present rates of duty should be continued, would have been suicidal, and it certainly would have been most inopportune to have advocated a uniform rate of duty; first, because it would not have been granted; second, because such a request would have been interpreted by the committee as indicating the willingness of the trade that reductions should be made; and third, the committee would have been impressed with the fact that the tobacco trade was not in line with the beet sugar trade, but favored the general principle of reciprocity as applied to Cuba. You should all understand, and I desire here to impress this fact on your minds with all the strength and power that I am capable of, that in opposing measures in Congress it is necessary to present a united front, to urge a simple, definite and specific proposition, and not to cloud the issue by suggesting alternatives. To beat a bill you must meet it with emphatic, concentrated, direct opposition, and not by proposing substitute measures which leave your position in doubt and weaken the force of all your arguments. There was not at the time of the hearing, nor is there now any possibility of securing a uniform duty, nor of securing any different rate of reduction on leaf tobacco than on cigars, therefore in this fight the whole trade must stand or fall together, following the example of the beet sugar men who are entitled to whatever credit attaches to the present position of the bill.

It seems to me that in the discussion of this question by all of our trade papers and also by many of the members of our Association, that the most important part of the question is either entirely overlooked, or is so clouded by irrelevant discussion as to be lost sight of, yet it is the only question really at issue, the one to which we must give our undivided attention and so act at this convention as to prevent disaster to our entire industry.

The prosperity of the importers, packers, and dealers in leaf tobacco, as well as that of the growers, depends entirely on one branch of our industry, the cigar manufacturer; therefore, any legislation inimical to his interests or which in any way retards or restricts his business immediately reacts on all the rest, and it is simply self protection that should impel us to oppose it.

Now what are the facts. The original petition presented by the Cubans, as I have already stated, asked for a horizontal reduction on Cuban tobacco and its manufactures of 50 per cent.; it did not ask for this reduction on tobacco alone; it is not a larger market for their raw material that the Cuban so earnestly desires, for we now take the greater proportion of what they grow, but they also asked for a reduction of 50 per cent. in the duties on cigars, and that is what was most desired, for if they succeeded in securing the reduction, the markets of the United States would be open to the Cuban manufacturer for all grades of goods above the nickel cigar, and the American manufacturer would be reduced to the condition of his European brethren. Were this an accomplished fact what would become of the importer and dealer in Havana tobacco, for the manufacturer of nickel cigars is not his customer, nor would they be, except to a limited extent, even with the reduction on the raw material to 17½c. Are the members of our Association so anxious for a reduction in the duties on Havana tobacco as to forget that, if they should secure it, they would at the same time lose the customer to whom they desire and expect to sell their tobacco? This you must all admit would be the result if any bill is passed at this session.

I do not believe there is a single man present who desires a reduction in the rates of duty on cigars, and it is waste of time to discuss that, but if anything is done in Congress at all at this session it will unquestionably bring that result. Many of us recognized this fact long ago, those who were in Washington knew it, and now every thinking man must acknowledge it, not only because the Cubans desire it, but for other and stronger reasons.

The Ways and Means leaders recognized at the very outset that should they decide to report a reciprocity bill it would be essential that it should follow closely the provisions of the Dingley Act, that it should be drawn in the simplest form, and especially that it should provide the same reduction upon all articles. The necessity for care in this regard has been tremendously emphasized since the bill was prepared, but it was well understood by the committee leaders at the outset. Had they made their bill any other way than as they have, a horizontal reduction on all goods imported from Cuba, would it not have been objected to by most of the Republican members of the House on the ground that it would tend to a general revision of the tariff, and would not such a bill be open to amendment on the ground that it was a bill reviving the tariff and not simply a bill for reciprocity?

If the bill had been so drawn, or is so changed by the Senate, as to specify reductions on items, rather than horizontal reduction on the entire output of the island, it is the belief of the best parliamentarians in Washington that it would be subject to tariff amendments of all kinds, not only as to articles coming from Cuba, but as to the commerce of the world, and hence could not pass the House. In this connection Representative Grow, of Pennsylvania, the eldest member of the House, and at one time its Speaker, objected to the amendment striking out the differential duty on sugar, on the sole ground that "the bill before us says nothing about sugar, the word is not in it. If that is in order, then an amendment to regulate the tariff on tobacco coming from any country would be in order, and so on every article that might be imported into this country." But whether such amendments would have been held to be germane or not, the House leaders recognized at the outset that they must steer clear of any possible controversy on this point by omitting all mention of commodities, and by applying a horizontal reduction. The ruling of Chairman Sherman against the amendment noted above is directly in line with this contention, and shows why the Committee decided to avoid any possible embarrassment by bringing in a reciprocity bill and not a tariff bill, and if anything is done at this session you can depend upon it that is what you will get; therefore, taking this view of it, what is our duty to ourselves at this time? My answer is, adopt a strong and emphatic resolution, protesting in plain and explicit terms against any reduction in the present rates, on the sole ground that such reduction would destroy the protection needed by the cigar manufacturer on his high-grade goods, and hence would be inimical to the interests of the entire industry.

When the time comes for a general revision of the tariff, and I fully believe that the day is not far distant when it will be done by a Republican Congress, this Association will by its strength and influence be in a position to ask for and obtain what the majority of our members so much desire, viz: A specific uniform rate of duty on all tobacco, but that it can be obtained now is absolutely impossible, and the agitation of such a project at this time is, in my opinion, not only very unwise, but also dangerous to our interests, and can only result in assisting those who are endeavoring by every means in their power to undermine and destroy the most lucrative portion of the cigar manufacturers' and leaf dealers' business.

Defeat the bill now before Congress and you benefit the cigar manufacturer by removing the danger which confronts him. Destroy the effect of what has been done to secure this end, by useless

(Concluded on p. 18)

We call your attention to our
AMERICAN SUMATRA
of the
1901 Crop
from our plantations in
Decatur County, Georgia.
Enormous in Yield and Perfect in Burn.
A. COHN & CO.
142 Water Street, NEW YORK.

and providing for a fund, by popular subscription, to prosecute such action, was adopted.

Uniform Duty Endorsed.

The Friedman resolution was subsequently rescinded, and the following adopted:

Resolved, That it is the sense of this convention that when, in the judgment of the Legislative Committee, it is possible to secure a uniform rate of duty on Havana tobacco alone, they be empowered to adopt the necessary measures to secure this result.

Election of Officers Postponed.

The election of officers of the Association for the ensuing year, which had been expected to take place this morning, was laid over to a later hour.

Convention Side Lights.

Casual Visitors.

The members of the Cincinnati Seed Leaf Tobacco Board of Trade were present in full, and others as follows:

W. E. Fisher, with Schroeder & Arguimbau; W. P. Sunderland, of Sunderland & Nixon, Dayton, O.; Frank Ruscher, of Ruscher & Co., tobacco samplers, New York; B. F. Good, of B. F. Good & Co., and M. M. Fry, of Lancaster, Pa.; L. D. Weller, representing the Tobacco Leaf; J. Herman Thuman, representative of U. S. Tobacco Journal; Stanley Krohn, of the Miami Valley Leaf Tobacco Board of Trade; E. C. Hopkins, of Edgerton, Wis.; F. W. Coon, Editor, Wisconsin Tobacco Reporter; W. J. Lucaswitz, of Wolf & Lucaswitz, Dayton, O.; J. R. Burns, representing F. Garcia Bro. & Co., N. Y.; Edgar S. Pretzfeld, of Pretzfeld & Co., N. Y.; Chas. H. Solladay, with E. Rosenwald & Bro.; G. H. Rumrill, Janesville, Wis.; A. G. Schneider, with Laverge & Schneider, N. Y.; J. L. Friedman, Vice President of the National Association; George J Schuster, Secretary-Treasurer of the National Association; M Bijur, New York.

A Vegetarian Philosopher.

Nebuchadnezzar furtively glanced around to see that no one could overhear him.

"Those fellows," he murmured, "may think I'm having a hard time, but they don't know they've let me loose in a tobacco field."

With these words he shifted his quid from left to right, and continued chewing with great contentment.

The Elkhorn Cigar Factory has been established by Andreas & Barbain at Rochester, N. H.

STOGIES THAT SMOKE
Manufactured by the
Keystone Cigar Co.
MAKERS OF
HAVANA SWEETS
PITTSBURG PRIDE
GREAT EASTERN
BLACK DIAMOND
NONPAREIL SWEET CLOVER
BLUE COATS YANKEE BOY
GOLD MEDAL
GOLDEN CHIEF
OLD RELIABLE
KEYSTONE SWEEPERS
KEYSTONE "E. Z." SMOKE
LONG FILLER STOGIES
Sold through the Wholesale and Jobbing Trade.
Factory, 182 and 184 Devilliers Street,
PITTSBURG, PA.

IRREGULAR PAGINATION

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

New Square. 13,670
For cigars. Registered April 28, 1902, at 9 a m, by J. E. Sherts & Co., Lancaster, Pa.

Philadelphia Square. 13,671
For cigars. Registered April 28, 1902, at 9 a m, by J. E. Sherts & Co., Lancaster, Pa.

Queen of the Valley. 13,672
For cigars, cheroots, stogies and tobacco. Registered April 29, 1902, at 9 a m, by John J. Roth, Reading, Pa.

De La Flor. 13,673
For cigars and tobies. Registered April 28, 1902, at 9 a m, by Steuernagle & Newell, Pittsburg, Pa.

H. C. S. 13,674
For cigars. Registered April 30, 1902, at 9 a m, by H. C. Shultz, Hellam, Penna.

Equal Value. 13,675
For cigars. Registered April 30, 1902, at 9 a m, by Schoen Bros., Pottsville, Pa.

Hiram Jones. 13,676
For cigars. Registered May 1, 1902, at 9 a m, by Penn Cigar Co., Reading.

Arc Light. 13,677
For cigars. Registered May 1, 1902, at 9 a m, by Dewan Bros., Phœnixville, Pa.

El Kitron. 13,678
For cigars. Registered May 2, 1902, at 9 a m, by A. H. Spangler, Codorus, Penna.

Monkey. 13,679
For cigars. Registered May 3, 1902, at 9 a m, by E. E. Kahler, Reading, Pa. (By purchase from the assigned estate of F. J. Hunt, Reading, Pa).

REJECTIONS.

Seven Stars El Moneta Country Squire

TRANSFERS

The title "Cubanna," registered November 4, 1901, by H. S. Souder, Souderton, Pa., was transferred to N. F. Young, Red Lion, Pa., May 2, 1902.

The title "Pana," registered November 1, 1901, by H. S. Souder, Souderton, Pa., was transferred to L. J. Smith, Red Lion, Pa., May 2, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Triumfo Americano, East Rock, Flor de Cortada, Adenia, Arowena, La Anexion, Cebunolas Perfectos, A. L. C., Immensity, La Hilda, El Decano, Batidor, Bastilla, Caldera, Cantaleta, Encantar, Escofinar, El Tempto, Espantar, Lucio, Lujoso, Maldito, Malcia, Martillar, Gardia, Fondear, Fregona, Indicar, Jocoso, Immolar, Legislar, Buell Hampton, Lajano, Illumination, Amor Puro, Reciprodidad, Don Moro, Plautius, P. O. B., Longshoreman, Vuccino Specials, Marca Nueva, Wagman's Federal National, La Pantouris P. W. Clement, Purico, Toledo Press Club, Lady Matt, Straight Copper, Revere Cycle Track, My Partner's Best, Aguila Imperial, Zer, Cuban Fairy, Kef, Garret Mountain Cigar, Moorish Queen, Oporto Majors, La Belle Imperial, Visco, Acana, Milk Maid, Abundo, Ajeni, Adaza, Isla Rico, La Evanstonia, Dairy Farm, Cadmo, Para-no-sa, Stone Block, Block Stone, Clan, Chief Logan, McFadden's Flats, Costa, Debater, The Knocker Club, Manreo, Lady Christina, Lady Jane Grey, Social Favors, King Matsafa, Empress of Austria, Cuban Favors, La Tenora, Ak-Sar-Ben, Floral Dora, Mineota, Long Island Drummer, La Fivora, Juliano, Sergent, Crema de Planta, 108, Happy Cal, Pilsen Rose, La Rosana, Camlets, Porto Rico Commerce, Cruzado, Little Soothers, Amber, Grambo, Corporal, Smart Set.

Late News From Havana

Billy Hazlewood's Purchases of Vueltas.

The market in Havana for the week ended April 26 presented no particularly new features. Prices remain unchanged. Several thousand bales of Remedios tobacco were taken for the Spanish contract.

Billy Hazlewood, now of the clear Havana cigar manufacturing firm of Leopold Powell & Co., of New York city, bought several hundred bales of Vuelta Abajo fillers. He says that in the absence of a good selection in Havana of really fine goods, he may have to look to the New York market to supply his further needs.

Rabell, Costa & Co's Purchases.

Pepe Ferro, buyer for the cigar manufacturing firm of Rabell, Costa & Co., of Havana, has already purchased for his house 7,000 bales of the new crop of Vuelta Abajo tobaccos, and he did not hesitate to pay the farmers their price when he found the right goods. One of the best lots secured by him was the famous "Cueva Oscura," or "black cave," which on account of the elasticity of its leaf, fineness and aroma has been competed for by the largest manufacturers in Havana, catering to the foreign markets. Other purchases by Mr. Ferro were from Adalberto Padilla, Fors, Reyes, Manos & Fernandez, and Sebastian Padilla. Such purchases will undoubtedly enable Rabell, Costa & Co. to make their brands, "Marques de Rabell," "Ramon Allones," "Cruz Roja" and "Romeo y Julieta," of the same famously good quality as heretofore.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,

MANUFACTURER OF

HIGH GRADE NICKEL

Seed and Havana Cigars

The "EARL OF BATH"

Is one of our leaders. It's new and good.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory

M. E. PLYMIRE, Proprietor,

Loganville, Pa.

Choice 5 and 10-Cent CIGARS.

Common Cigars furnished, if desired.

THIS MEANS YOU

You undoubtedly consider yourself a progressive and enterprising cigar manufacturer and as such we direct this advertisement directly at your head.

We have been telling you considerable about the DuBrul Dieless Suction Table.

We have heard from a great many cigar manufacturers and are placing these tables at a gratifying rate. If we haven't heard from you —If you haven't taken the pains to find out all about this new table, doesn't it strike you that it is about time you did?

We offer this table to you solely on its merits—what it can do and is doing, not what we or anybody else says.

This table wherever installed proves absolutely that it results in a better product, turned out in less time and at less cost.

Now, here are some of the most important things in the cigar making industry — quality — economy — speed.

The DuBrul Dieless Suction Table, therefore, becomes one of the prime requisites of a progressive business.

It needs no argument to show that a sharp circular knife can cut a better wrapper than a die, which is more or less dull, no matter how careful you are.

It needs no argument to show that an operator can roll upon an open space a better cigar than could be done hampered by dies and rollers and confused with different operations of the feet, to say nothing of a complicated mechanism to care for.

It needs no argument to show that the elimination of dies, rollers and all other accompanying makeshift mechanical parts is a step toward simplification which must mean economy of both time and expense.

In no other way in the world can you get so perfect a wrapper, get so many wrappers out of the stock or get so well made a cigar as by the use of this table.

Now, if these things are true, it must be equally true that you ought to have the DuBrul Dieless Suction Table and have it at once.

We stand ready to prove to you that they are true.

All we ask is for an opportunity to do this, and it seems to us that we ought to have it.

It won't cost you much of anything to write us a letter asking all the questions you want to and leaving it with us to prove our case to you.

Don't you think you had better do that today?

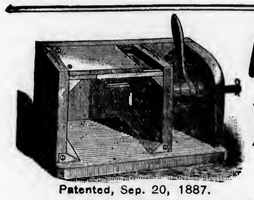
If we can't do any better by you, we also stand ready to sell you the recognized best Die table in the business.

Ask for booklet **W. S.**, when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



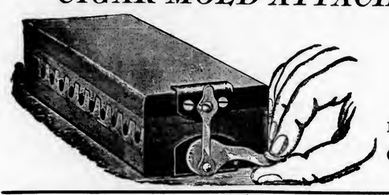
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Cigar Factories Busy.

The factories of Hija de Cabanas y Carbajal, the Henry Clay and Bock & Co. syndicate, and others are all exceedingly busy and are behind hand with orders. Such is also the case at the Sol factory of Charley Blasco, of "Reina del Prado" and "Vitadia" fame.

The New Crop.

The new crop is beginning to make its appearance in Havana, and a great many escojidas are already working in the Vuelta Abajo and Partidos districts. Among those who are thus busy are the houses of Sobrinos de Antero Gonzalez, Campano, Garcia & Co., Gustav Salomon & Bros., Cano y Hermanos and others, and large arrivals of leaf are accordingly expected in Havana during May.

The tobacco still in the fields is blossoming and will be fit only for seed.

The Reciprocity Fizzle.

Reciprocity with the United States, at least so far as the tobacco interest is concerned, appears to have fizzled out in the U. S. Senate, and in consequence, the annexation sentiment is growing here. However, the approaching installation of the first, and perhaps the last, President of the Cuban Republic, is momentarily diverting attention from the graver problems to be solved later on.

Exports of Leaf from Havana.

To the United States:		
New York	2,488	bales
Mobile	123	"
New Orleans	86	"
Tampa and Key West	581	"
Total	3,278	"
To Germany	727	"
" London	15	"
" South America	85	"
Total	4,105	"

Tenderheartedness.

He neither smokes cigar nor pipe—
This gentle Mr. Hatch.
He really couldn't bear to strike
A poor, defenceless match.

Latest News from York, Pa.

It is reported that one of the days during the week past was the best in respect of reciepts at the internal revenue office here, since the reduction in stamp price one year ago. Inquiry at the office elicited the information that a great many of the stamps are sent to sections in and around Hanover, and the vicinity of Strinestown. The total receipts for the month were $92,650.04.

John Zech, of York, left on Tuesday morning for points in Iowa and Nebraska, carrying with him a full line of cigar samples. He will sell exclusively for the Porto Rico Cigar Co., of Red Lion, and W. H. Raab & Son, of Dallastown. It is an undisputed fact that salesmen are more profitable than brokers.

A pleasure resort, situated on the line of the new trolley below Red Lion, will be opened by Daniel Spangler, the cigar manufacturer of Red Lion, in June.

About the busiest place in Dallastown at the present time is the factory of E. Sechrist. Mr. Sechrist attributes his success to his fairness to the trade and good value for the money asked, as well as his untiring personal energy.

Charles Melhorn, the leaf and cigar dealer of Hanover, announced recently that he disposed of about 6,000,000 cigars during last year, in addition to selling about 300,000 pounds of tobacco. One unacquainted with the amount of labor and trouble attending this amount of tobacco can scarcely realize the extent of the sales, especially so when they were conducted entirely by Mr. Melhorn and his one sales man, George Schwartzbaugh.

Mr. Gross, of the La Buta Cigar Co., has returned from a western trip in connection with the firms business interests.

John Phillips, a broker of cigars from Buffalo, N. Y., has been

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY · No 463 ·

ESTABLISHED 1871.

1,000 PER DAY.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED CIGARS

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of CIGARS Jobbing Trade only

Loganville, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

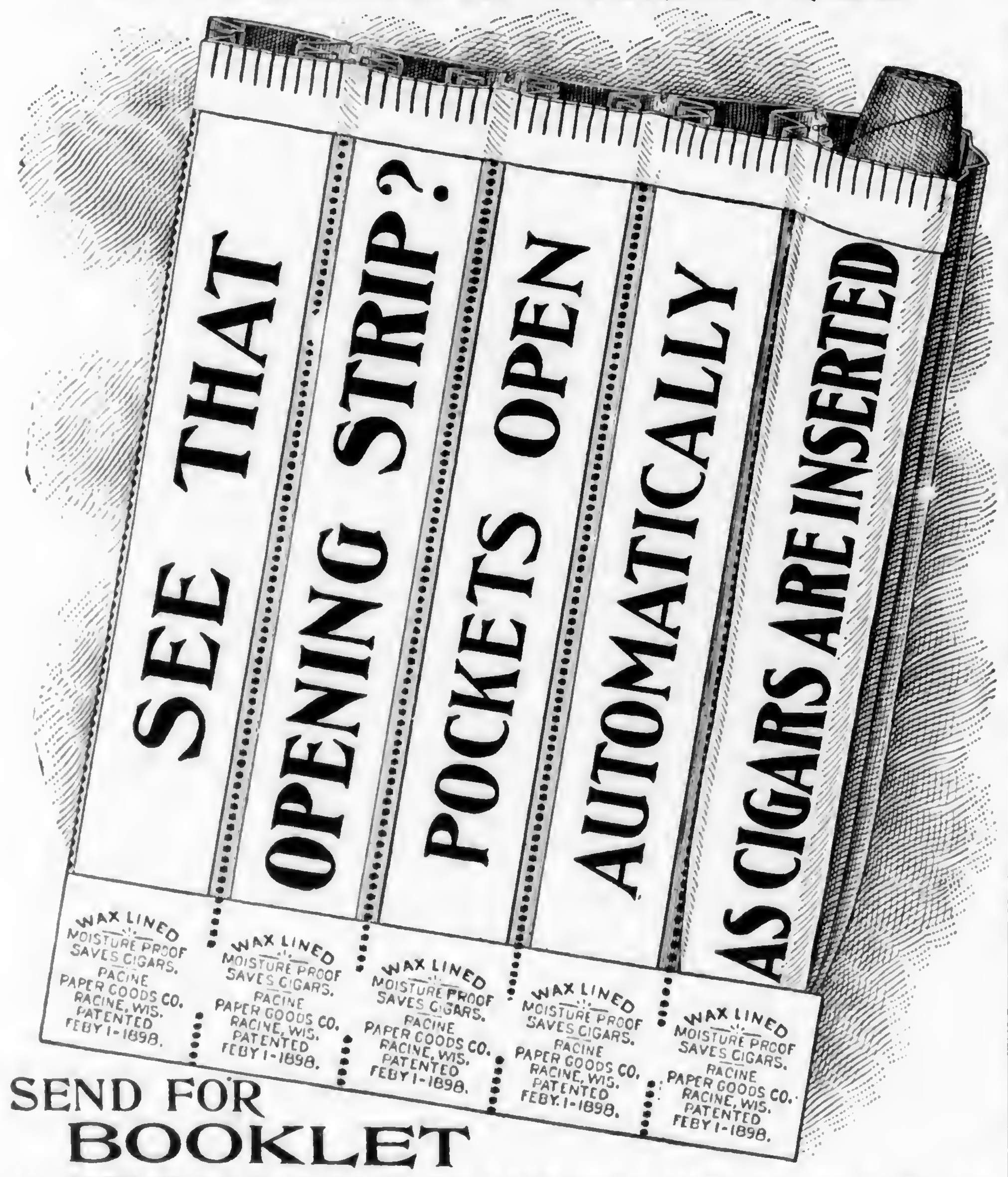
York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

spending several days in York and vicinity.

Business at George W. Gable's place in Windsor, continues to be good. The total amount shipped last week was 27 cases.

Mr. Hanna, of Hanna Bros., Dayton, O., was a visitor in the city during the past week, and we also had the regular salesmen who come weekly from Lancaster and Philadelphia.

Better Trade in Lancaster

A number of recent fair-sized sales of leaf have given our market an impetus. M. M. Fry has been shipping several good lots of the 1901 goods, and John D. Skiles last week also sold out a packing of 535 cases. I. H. Weaver has been busy getting out the goods he sold in the past two weeks. Walter S. Bare and others, more or less engaged in the jobbing trade, all did a fair volume of business.

Lancaster's delegates left for Cincinnati on Sunday morning, and the trade is expecting that they will clearly define Lancaster's position in every matter of importance that may come up for discussion in the convention.

Lancaster city cigar manufacturers are beginning to feel somewhat more encouraged with the trade that is now apparently starting in more earnestly.

J. E. Sherts & Co. will soon put on the market a new piece of 5c goods under the name of "World Power." A highly colored label has been adopted, and it has as a central figure the American Eagle.

John Slater & Co., the stogie manufacturers, have never had a busier four months than those of the present year, their output is already several millions ahead of same period during last year.

S. R. Moss' factory remains about as active as usual, and sales are said to be keeping up fairly well.

Off for Europe.

George Storm, President of the Owl Commercial Co., sailed on the St. Louis on April 30.

George Whelan, of the United Cigar Stores Company, left for a vacation trip to Europe, accompanied by his wife, on the Campania on April 26.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Owing to Dr. Webb's Wall Street Associate.

A few months ago, Arthur L. Meyer, of the Webb-Meyer syndicate, was in Montreal on the business of the Canadian Securities Co., about which Wall street has latterly heard a great deal. He gave a gorgeous champagne lunch at the Windsor Hotel in Montreal, and one of his guests was a certain Montreal cigar manufacturer who had about $10,000 invested in a little railway concern up in Canada, known as the Soreil line. Up to the time Meyer gave his champagne lunch at the Windsor, that $10,000 had looked like less than thirty cents to the manufacturer, but after the luncheon Meyer took the stock off his hands and left him a profit of $10,000. That was a case of pure good luck to the Montreal cigar manufacturer.

Dr. William E. Gordon, for the past six years or so, a member of the stock brokerage firm of Henry Bros. & Co., of 71 Broadway, which was carried down through the crash of the Webb-Meyer syndicate, and which is not called hard names by Wall street on account of its misfortunes, was for twenty-five years a prominent officer in the P. Lorillard Co., and is well-known to the snuff trade of the whole United States.

Dr. Gordon retired from the P. Lorillard Co. upon the absorption of that corporation by the American Snuff Company.

Richard Weil's New Field.

Richard Weil, of the New York leaf firm of Weil & Sons, recently purchased a controlling interest in a lead mine at Joplin, Mo., and is at present giving much of his attention to developing the property. Late advices received by his father, Leopold Weil, are to the effect that the venture is in every way a triumphant success.

Richard Weil retains his interest in the leaf business, and during seasons when work is slack at Joplin will be active in New York. He is a bright and energetic young gentleman.

S. Levy & Co. Move.

S. Levy & Co., the well-known cigar manufacturers, have removed from East 63d street to the north side of 99th street, just east of Third avenue, New York, where they have taken the entire building.

New Waldorf-Astoria Cigar Stores.

The Waldorf-Astoria Segar Company has opened cigar stores at the northwest corner of Fifth avenue and 42d street, and on the north side of Cortlandt street, just west of Broadway, in New York city.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

Trade in Reading.

John G. Spatz, of the tobacco firm of J. G. Spatz & Co., started last week via the Pennsylvania railroad, for his annual spring business trip to the west. In the course of his trip he will visit St. Louis, Cincinnati, Chicago, Des Moines, Minneapolis, St. Paul, Cheyenne, Denver, Kansas City, Detroit and Cleveland. Special efforts for the introduction of his new brand "The Three Martyrs" will be made. Mr. Spatz says the trade has been excellent and the prospects are very encouraging. His trip will consume eight weeks.

The factory of the Enterprise Tobacco Co. is exceedingly busy. The firm enjoys a large local trade and employs a number of girls. The trade outlook is reported favorable.

Born Bros., cigar manufacturers, have placed a new brand called "The Wooden Ducks" on the market. It is named after the Wooden Ducks Camping Club. There is quite a demand for "Our Own," "La Rose" and "Born Bros.", the other leading 5-cent brands made by the firm.

Walter Yorgey, has opened a cigar and news stand in the main entrance of the Baer building, with a full line of the leading domestic brands and imported cigars, including his special brand, the "Nathan Hale," an A1 nickel cigar. He also handles all daily papers and monthly and weekly periodicals.

M. H. Wiest & Son, cigar box manufacturers at Richland, Berks county, have erected an addition to their plant. They also installed a new engine and boiler, and intend heating their plant hereafter with steam. The firm enjoys a large trade throughout the state.

R. Frank Geissler, proprietor of the Enterprise Tobacco Co., became a benedict last week, and is now on an extensive tour through the New England states with his bride, combining business with pleasure. Our best wishes go with him.

George W. Gable has filed a bond with Collector Cranston, for a cigar factory to be started at Temple, with a dozen hands. This is the twenty-third factory to be opened in this county since the opening of the year. Collector Cranston reports that most of the factories are busy, and have a bright outlook.

C. R. Albright has taken possession of the cigar store at 545 Windsor street, and, as he will engage in manufacturing, he will occupy the entire building. The store portion has been remodelled and two bulk show windows have been placed in position. Mr. Albright makes a specialty of the "New Boulevard" cigar, his own brand, for which a fine trade has already been established.

E. E. Hamman, cigarmaker of Emaus, was in Reading. He states that he is doing a larger business than ever before and he employs a force of 35 cigarmakers on full time. His output at present is between 60,000 and 75,000 cigars a week.

H. H. Wentzel put a new brand on the market last week called the "Bayard," which is meeting with success. He still manufactures the "Shamrock," and makes large shipments daily.

Western Tobacco Reports.

MIAMISBURG, OHIO.

The most important feature of the market reported since our last issue was the purchase by a local agent for a New York house of 250 cases 1901 Zimmer from farmers in this vicinity at prices ranging from 10½ to 11c through. It is also reported that small crops of fair quality are occasionally secured in the outlying districts as low as 8 and 9c through.

Farmers report the prospect for a fair supply of young plants for this year's crop as encouraging, with some exceptions.—News.

EDGERTON, WIS.

The growing districts are being pretty thoroughly canvassed by tobacco buyers and the movement is slowly cleaning up the remnants of the crop. Many sections are now quite closely picked up, while altogether there is much less tobacco remaining in growers' hands than most dealers estimate. Considerably less than a quarter of the crop is believed to be unsold. The bulk of the lots remaining are assorted tobacco for which the growers are receiving higher prices than for some time past. The indications are that everything will be cleaned away shortly at the present rate of buying.

There is but little change in the condition of the cured leaf market. T. A. Ellingson sold about 250cs of his 1900 packing this week. Mr. Neuberger, of Bremen, picked up a few hundred cases of export grades in the local markets during his stay here. Conway Bros. sold 250cs of export grades. Other transactions are of small lots to manufacturers.

The plant beds are making fair progress under the influence of rains and warmer weather. The young plants are showing plainly and generally look thrifty.

Shipments, 280cs.—Reporter.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
MANUFACTURER OF ALL KINDS OF CIGARS
WHOLESALE DEALER IN Leaf Tobacco
RED LION. YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of High-Grade Seed & Havana CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings.**
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN **CIGAR BOX LUMBER,**
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

HOPKINSVILLE, KY.
M. D. Boales.

Breaks more liberal and larger private sales. Demand much improved, with large orders for Bremen styles, which are the finest for year and prices low considering quality. The trade is waking and buying freely of cigar wrappers and Spinners on account of quality and low prices. Cigar wrappers, 7½ to 8½ to 10c; Spinners 6½ to 7½ to 9c;and Plug wrappers, 10to 10½c. Lugs scarce and in good demand, large purchases of whole outfit from factories throughout the district.

Lugs Com., 4 to 4½c; Med., 4½ to 5¼c; good, 5¼ to 5¾c Fine, 5¾ to 6½c.

Leaf Com., 6 to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

MONTHLY REPORT—APRIL.

	1902	1901
Receipts for month	2,530	22,45
" " year	65,00	52,57
Sales for month	974	1,408
" year	1,241	2,243
Shipments for month	1,227	852
" year	2,354	43,96
Stock on sale	53,11	34,01
" sold	700	1,093
" on hand	60,11	24,24

Receipts for the week, 515 hhds; year, 6,500. Sales for the week, 330; year, 241, offerings, 253, rejections, 74.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in April were	4,175 Hhds.
Sales " "	1,320 "
Shipments in " "	31,38 "
Total stocks May 1	85,19 "

Buyers stocks 774 hhds; sellers stocks 77,45 hhds.

Our receipts this week were 990 hhds.; offerings on the breaks, 476 hhds; sales 265 hhds.

Our market opened fairly strong without any material change. But under increased pressure from a more general demand, prices advanced and at times were decidedly higher with great irregularity. On the last day of the sale there was some reaction, and our market eased down to about last week's range of prices.

Receipts are much larger than the sales, and the unsold stocks are steadily increasing. Up to this time sellers have been holding back in expectation of better prices later on, but now they will doubtless meet the market with steadily increasing offerings.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

General Nunez on Cuba.

In a recent article in "The Independent," General Emilio Nunez says:

So far as the tobacco interests of the United States are concerned, economists largely agree that the open-door policy of trade can be nothing but beneficial. Those inclined to doubt need not rely solely on the theoretical demonstrations of figures. Let them consult, as I have done, the practical tobacco men of the United States—the growers, jobbers, importers, and manufacturers. The majority unite in the belief that the increased importation of Havana tobacco would lead to larger sales and bigger profits, while exerting absolutely no harmful influence upon the domestic product. There are several reasons for their confidence.

The cheapening of the Havana product would supply a better grade of filler for five-cent cigars, and would encourage their sale. On these, and the more expensive cigars, any domestic wrapper would be good if the Havana filler were employed with little adulteration. This would lead to a greater demand than ever for Virginia, Connecticut and Pennsyivania tobaeco. A Havana filled cigar with a domestic wrapper would be far better, at the same price, or less, than the ciger sold to-day with a Sumatra wrapper. This is the practical, business side of the proposition.

Imports of Cigars and Leaf Tobacco
FROM HAVANA
Per steamers "Seneca," "Yucatan" and "Mexico."

CIGARS	cases
Park & Tilford, New York	52
Acker, Merrall & Condit, New York	32
B. Wasserman, New York	19
Waldorf-Astoria Segar Co., New York	15
S. S. Pierce Co., Boston	13
G. S. Nicholas, New York	12
Grommes & Ulrich, Chicago	8
M. Blaskower & Co., San Francisco	7
Duncan & Moorhead, Philadelphia	6
George K. McGaw & Co., Baltimore	4
Estabrook & Eaton, Boston	4
Hyneman Bros., Boston	4
R. Brauss & Co., New York	3
Calixto Lopez & Co., New York	3
Holland & Webb, New York	2
R. A. C. Smith, New York	2
The Weideman Co., Cleveland	2
F. R. Rice Mercantile Co., St. Louis	2
T. Wright & Co., St. Louis	2
H. Darian, New York	1
C. A. Haynes & Co., New York	1
Thompson & Leavitt, Boston	1
Total	195
Previously imported	2,462
Imported since Jan. 1, 1902,	2,657

LEAF TOBACCO	bales
A. Cohn & Co., New York	450
G. Salomon & Bro., New York	445
F. Miranda & Co., New York	225
Sartorius & Co., New York	225
J. Hirsch & Sons, New York	168
Order, Various	140
Calixto Lopez & Co., New York	109
Leopold Powell & Co., New York	89
Sutter Bros., Chicago	81
E. O. Colozol, Philadelphia	69
E. G. Ruth, New York	55
Garcia, Vega & Carcaba, New York	54
Crump Bros., Chicago	51
Louis Peters & Co., Detroit	50
Schroeder & Arguimbau, New York	50
Jose Gestal, New York	49
A. Gonzalez & Co., New York	40
L. Friedman & Co., New York	26
Waitt & Bond, Boston	25
Order, "F. E. Co."	54
Havemeyer & Vigelius, New York	19
S. Ruppin, New York	11
J. Bernheim & Son, New York	10
J. H. Cayro & Son, New York	10
M. Gans & Sons, New York	10
C. R. Goldsmith & Co., New York	10
M. Kemper & Sons, Baltimore	10
Newgass & Greenhut, New York	6
Yocum Bros., Reading, Pa.,	6
Sutter Bros., New York	5
Taussig & Co., Chicago	1
Total	2,553
Previously reported	40,969
Imported since Jan. 1, 1902,	43,522

They are gracious to the nerves-

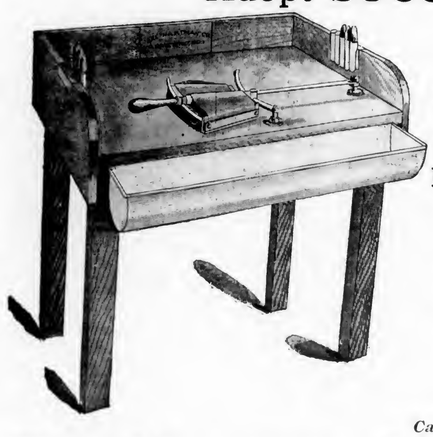
ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

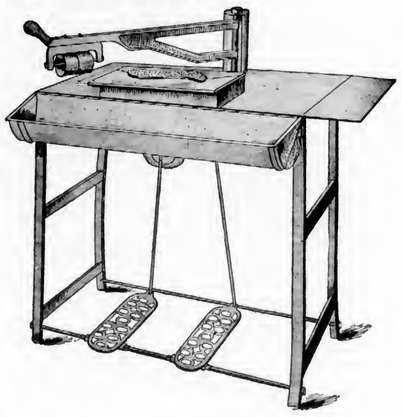
The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.



NO COST to Get Complete Knowledge
Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.

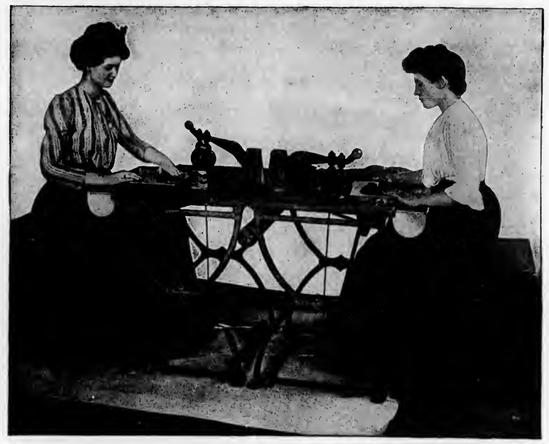


Call on or address
The Hartman Machine Co.
No. 628 Race Street, Philadelphia.
Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

Liberman Suction Machine

The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.



Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

Leaf Tobacco Trade in 1901.

During the fiscal year ended June 30, 1901, the imports of tobacco into the United States amounted to 26,851,253 pounds, valued at $16,250,387. This was an increase over the receipts of 1890 of 7,231,626 pounds. The exports of leaf tobaccoo from the United States during 1901 amounted to 306,900,934 pounds, valued at $27,475,466. The exports of leaf show a decrease of 27,703,276 pounds from those of the fiscal year 1900.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

We are having extremely quiet times, as we are busy preparing for another crop. No one who holds his leaf expects to sell at present, and yet there may be an effort made to get control of it by the packers, as it is, in a sense, a menace to the packers; at any rate, they would like to control it. We always advise the growers to sell when they are offered their price. The outlook for a stiff price was never better. The force sweat is coming In now more rapidly and will soon be all taken. The work of sweating is nearly over for this year, though one man who has kept his sweater busy, writes me that he has just about 100 cases more to sweat. So quite a large portion of the wrappers are in the hands of the manufacturers.

Our correspondents write:

North Hatfield: "I have never worked harder than the past winter, sorting and packing our 15 acres of tobacco and caring for our 52 head of cattle. Our tobacco came out much better than we expected. We had 16 cases of light wrappers; we finished the last of March. Only two lots of tobacco left unsold."

Conway: "The warm weather of last week started the plants to grow and the seed beds look well now. I think they will be ready to set by the 15th of May or thereabouts. That is early enough."

Hatfield: "There were several sales lately. Thaddeus Graves and Albert Morton sold to Ohio parties their 1901 crops, some 30 acres in all. Packers have finished and closed for the year. Prices have advanced materially of late. B. M. Warner writes that he and his brother have sold L. B. Haas, of Hartford, 100 cases of 1901 leaf, and that he has only 100 cases more to sweat, and will close up force sweating for the year. He sold the crop of Havana seed, raised under shade, at 50 cents a pound. He and A. H. Graves own land adjoining, and will put up shade for 10 acres in one body, thus saving some expense. There are a good many lots of leaf unsold."

Wethersfield: "George Crane and J. C. Warner have sold their 1901 crops of seed-leaf tobacco to Havemeyer & Vigelius, of New York; price about 18 cents through. There will be about the usual acreage raised. None under cloth that I heard of."—American Cultivator.

BALDWINSVILLE, N. Y.

The local market is quiet, but few buyers being in the field. Max Stern, of New York, representing Lewis Sylvester & Son, is here, as is also Louis Mayer, of New York, representing Joseph Mayer's Sons. Isaac Kemper, of the firm of M Kemper & Sons, of Baltimore, was here last Friday and Saturday, and was out with F. M. Dunham. They are reported as having bought 60cs '98 from J. Buley, of Syracuse, 22cs '99 from J. Marquisee, and 30cs '99 from H. Rosenbloom. J. S. Skinner received 200cs last Thursday for G. Falk & Bro., and S. D. Green on Saturday received 100cs for J. Bunzl & Son, shipping to New Milford. Dembo & Haskins received between 400 and 500 cases which will be shipped to Lancaster for Julius Marquisee, of New York. Mr. Marquisee was here last week, and purchased 300 cases 1901 Onondaga from J. W. Upson and 250 cases from Charles Northrop at p. t.—Gazette.

How Very Cruel.

A certain cigar label lithographer, who happened to pick up the May number of one of the ten-cent monthlies in which occur a number of pictures labelled "Daughters of the Cabinet," remarked as he threw the book aside:

"There isn't a girl in the bunch pretty enough to make a cigar label out of."

PATENTS RELATING to TOACCO, Etc.

698,698 Ignition material for matches. Robert E. A. Gans, Pankow, Germany.

698,835 Cigar-bunch wrapping machine; Florence L. Herrington, assignor to G. L. McAlpin, New York city.

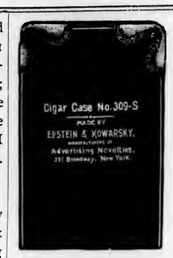
698,526 Conveyer chain for match machines; Edward M. Lockwood, Jr., Darby, assignor to P. C. Tomson & Co., Philadelphia.

698,774 Match safe; Stephen L. Whitehead, Norton, Va.

LATE REVENUE DECISIONS.

Storage of Tobacco by a Manufacturer for Another Person.

A manufacturer, who had made inquiry as to his right to store certain tobacco for one of his customers, was advised that the bonded premises of a manufacturer of tobacco can not be used by him for carrying on any business other than that of manufacturing tobacco or snuff; and all tobacco material received, and all tobacco or snuff manufactured, whether stamped or unstamped, must be properly accounted for on his Book 73, and no tobacco material or manufactured



LEATHER GOODS

Are the **Most Serviceable** and **Lasting Advertising Matter** that a cigar manufacturer can use, and withal, the **Cheapest.**

We manufacture a large and exclusive line, and will submit samples and prices when requested.

Epstein & Kowarsky,

MANUFACTURERS OF

Advertising Novelties,

351 Broadway, **New York.**

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

The Plant is Perfect——The Prices are Reasonable.

IF YOU WANT Promptly Place Your Orders with CIGAR BOXES

The Lancaster Cigar Box Co.

515-17-19-21 Cherry St., **Lancaster, Pa**

Agents for "Havanarine."

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. le Droit Building, WASHINGTON, D. C.

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

tobacco product other than that produced at the factory can be stored on the factory premises.

Lists of Special Tax Payers.

A Congressman who asked that one of his constituents be furnished with a list of the cigar manufacturers in his State, was advised that the Internal Revenue Office has no published list of the cigar manufacturers, and that it has not been the practice of the office to furnish a list of such manufacturers to any person; and, further, that collectors of internal revenue are required to keep at their office, for public inspection, a register of the special tax payers for the several districts, and the names of cigar manufacturers may be prepared from this record by some one authorized to make such list, but no employe of the collector's office can be employed in that behalf.

Sale of Cuttings.

A leaf dealer, who inquired whether it was necessary for him to obtain a special permit from a collector for the sale of cuttings to a manufacturer of cigars or tobacco, was advised that a leaf dealer is not privileged to buy or manufacture and sell tobacco scraps, cuttings or clippings, which were bi-products of tobacco or cigar factories, and therefore, the collector is not authorized to issue a special permit, on Form 100, authorizing such transfers or sales; and that a dealer in leaf tobacco can only handle and sell the refuse scraps and broken leaf which accumulate at his warehouse, but not manufactured, from handling leaf tobacco, and that such material must be put up in cases and bales before it could be sold to qualified manufacturers of tobacco or cigars or to other qualified dealers in leaf tobacco as "stemmed leaf." Attention was called to Articles 3 and 4, page 8, and last paragraph on page 17, and first paragraph on page 18, of the Regulations, No. 8.

Consolidation of Factories.

A collector reported that several manufacturers desired to consolidate their interests under one firm name and occupy one factory, consolidating the stocks of the several factories at the one place, and asked for instructions, was advised that the manufacturer occupying the factory that would be occupied by the new firm can inventory his stock on Form 70a and include all tobacco material and stamped and unstamped manufactured tobacco products, and tobacco in process of manufacture, and all unattached stamps on hand at date of inventory, and transfer the same to the new firm, who will be assigned the same factory number and carry on business at the same location after they have filed a statement on Form 36, and a bond on Form 40, without the retiring manufacturer being required to pack or stamp his manufactured products or tobacco in process of manufacture; and, further, that all leaf tobacco, stemmed and unstemmed, and all tobacco scraps and tobacco in process of manufacture, the process of manufacture of which has not been completed, but which requires further manipulation; and all licorice, sugar and other material held by outside factories at the time of closing, may be inventoried, and such products transferred directly to the factory operated by the new firm; but that all manufactured tobacco, the process or manufacture of which has been completed, including plug, fine-cut, cut plug and all chewing and smoking tobacco of whatever kind, must be properly packed, labeled and stamped by these outside factories before it is removed from the place of manufacture; and that all labels and branding irons used by the outside factories can not be used at the new location unless such change is made that such labels and branding irons will show that the goods are manufactured by the new firm or company.

Payment of Rebate to a Deceased Claimant's Widow.

A collector reported that the widow of a claimant for rebate under the act of March 2, 1901, who had died recently, leaving no estate, desired that the warrant be forwarded to her, so that she might draw the money. It was advised that if the domicile of the decedent at the time of his death was in that State, the widow should furnish an affidavit to that effect and show that she is his widow, and that his funeral expenses have been paid; which affidavit should be transmitted to the Comptroller's office for approval before payment. If the domicile of the decedent was not in that State, information as to where it was should be furnished the Comptroller's office, the laws of distribution varying in the different States. Therefore it was suggested that the widow make an affidavit as to the facts, particularly describing the warrant, showing the name of the original claimant and payee, the amount, number and date of the warrant, and forward the same to the Comptroller of the Treasury, Washington, D. C.

A monkey playing with a box of matches in the rear of a cigar store in Anderson, Ind., last week, succeeded in starting a blaze which did damage to the amount of $100. The monkey was badly scorched.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER OF PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF PIPES, CIGARS, CIGARETTE HOLDERS & SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands:
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE KLEINBERG'S **Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN . . . LEAF TOBACCOS
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—J. J. Carpenter, cigars; succeeded by G. B. Henry.

Colorado.

Denver—Sol. Werthen, wholesale cigars; petition in bankruptcy.

District of Columbia.

Washington—J. G. Morgan, wholesale and retail cigars; bill of sale, consideration $10.

Florida.

Tampa—La Paz, Parsons & O'Halloran, cigar manufacturers; succeeded by Juan La Paz & Co.

Illinois.

Chicago—George A. Latas, cigars; out of business.

Indiana.

Indianapolis—A. G. Alexander, retail cigars; sold out.

Iowa.

Rowley—Charles J. Goodwin, cigars; succeeded by James Geist.

Oelwein—E. E. McElhinney, cigar manufacturer; petition in bankruptcy.

Maryland.

Baltimore—Charles R. Becker & Co., importers of smoker's articles, etc., closing out business, preparatory to discontinuing—C. M. Willett, of C. M. Willett & Co., wholesale cigars; dead.

Massachusetts.

Cambridge—John J. Reardon, cigars, etc.; discontinued.

Holyoke—James Mitball, cigars and tobacco; transferred business to wife.

Michigan.

Detroit—John Sweeney, cigars, etc.; sued $700.

Missouri.

St. Louis—Julius Hammerstein, president of the Union Leaf Tobacco Co; dead.

Nebraska.

Madison—Ferd. Tumme, cigar manufacturer; chattel mortgage $264.

New York.

Binghamton—F. W. Grummond, of Hull, Grummond & Co., cigar manufacturers; dead.

Buffalo—George B. Geagen, cigars and tobacco; succeeded by D. Stone.

Ohio.

Dayton—M. C. McBride, cigar manufacturer; discontinued.

Oregon.

Portland—Imperial Cigar Co. (not inc). M. L. Cohn, sold out to J. Wertheimer.

Pennsylvania.

Harrisburg—Harry C. Knull, manufacturer and retail cigars; discontinued.

Milton—Reid & Co., wholesale tobacco; succeeded by Reid Tobacco Co.

Texas.

El Pasa—W. G. Roe, cigars; sold to R. L. Wooster.

Washington.

Ellensburg—S. P. Hart, cigars; sold out to Thomas & Schultz.

Spokane—B. D. Pace, cigars; sold out to A. M. Viollett.

Wisconsin.

Kenosho—J. H. Fox, cigar manufacturer; R. E. mortgage $350.

Milwaukee—Louis Stenger, manufacturer of cigars and tobacco; damaged by fire.

A new cigar factory is to be established at Benton Harbor, Mich., by L. H. Foeltzer.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TRADE will Follow

the introduction of the

High Grade Seed and Havana **CIGAR**

Just Try It.

LA BUTA CIGAR CO.

Manufacturers,

YORK, PA.

E. E. KAHLER,

328 to 332 Buttonwood Street,

READING, PA.

MANUFACTURER OF FINE

HAVANA & DOMESTIC CIGARS

"E. E. K." 10-cent cigar, in five sizes
"Wyomissing" 10-cent cigar, in four sizes
"English Peer," 10c. Palace Smoker, 10c.
"El Mexicano," 5c "Monkey Brand," 5c
"Postal Union," 5c "Country Squire," 5c
"First Flag," 5c "Charlotte Cushman," 5c
"White Chief," 5c "Twin Americans," 5c
"El Completo," 5c

SPECIAL BRANDS MADE TO ORDER,

"He who runs may read."

Wyoming Elk—10c.
Lady Mar—5c. **Cigars**

Now, wait a minute, and reflect whether these brands won't stir up your business and be money-makers.

Quality and Price are Right.

Penn Cigar Company,

Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

LIBRARY. RECEIVED Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 20. | PHILADELPHIA, MAY 14, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

No Finer Wrapper Tobacco was ever grown in any part of the world than our

1901 Crop

FLORIDA SUMATRA

The semi-tropical climate of Gadsden County, Florida, produces a Tobacco that is a Perfect Imitation of

Sumatra Tobacco

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and TRADE MARK LA UNICA SANTA CLARA TOBACCO.

F. MIRANDA & CO.,

IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XX.—Pepe of the Velvet Paw.

By S. H. FRIEDLANDER, of F. Garcia Bro & Co.

Every poem Pepe made was a cigar. Put that in the conventional way and you rob Pepe of his laurels, and if ever it has been your fortune to smoke one of Pepe's perfectos you will be as reluctant to do that as I am, who have smoked many of them. I knew Pepe well. He never made any other size than the perfecto, and he got fabulous pay for his work, something like $108 or $112 for each one thousand. There were cigarmakers in Havana in Pepe's time who got more, but they worked on Kohinoors, Invincibiles, and Emperadores, huge, showy artificialities, such as are sent to Europe as gifts to Ministers of State, or Princes or Kings; but Pepe stuck to the perfecto size, the size, which, as you know, as well as I do, is most in demand by your connoisseur.

Pepe's perfectos were always perfect. One was as like the other as one perfect grape is like another, and yet they were as different from perfectos made in the same shop by other very competent and painstaking, and still far inferior, workmen as one city is different from another city.

Among his fellows in Havana Pepe was more famous than was perhaps good for him. He was a little round ball of a man, with a pair of velvety black eyes, a complexion of clearest olive, a roguish smile and a head of tangled short curls. His fingers were long and flexible, with such soft cushions on the inside of the palms of the hand as earned for him the name by which he was generally known: Pepe of the Velvet Paw.

There is a theory of wide acceptance among manufacturers of cigars that your fat man or woman always proves the best cigarmaker. Yet I have known many cigarmakers of truly Gargantuan girth who were anything but competent at this much practised, yet all the same, little understood trade. They were cigarmakers who exuded grease from every pore and from whose manipulations cigars came forth as though newly dipped in oil.

Not like these, nor anything in the least suggesting likeness, were the perfectos of Pepe of the Velvet Paw. Each cigar, over the making of which this marvelous artist bent

MR. S. H. FRIEDLANDER.

his comely face, was glossy, it is true; glossy to the eye and like satin to the touch, and these traits it retained no matter how old it grew. Indeed, age seemed to increase the gloss and the satiny smoothness of each one of them. Like every great artist Pepe imparted to each cigar he made something of his own personality, something of the native graciousness and insouciance that were in the man. And with each perfecto went also his remarkably accurate knowledge of tobacco. Pepe always selected his own tobaccos, fillers, binders and wrappers. I have known him to reject as utterly beneath his consideration, leaf which his employer had bought at enormous figures and select, instead, some which no other cigarmaker in the shop would touch. And out of whatever material he selected always came a cigar of the rarest excellence.

To see Pepe at work at the bench was to observe the manual operations of a demigod among cigarmakers. His eyes were bent with complete absorption upon the leaf which his fingers were rolling, and his ears seemed to be listening for some slight noise from the tobacco which only they could detect and which should tell of something wrong, or at least not just right. And, then, those wonderful fingers! He never worked rapidly. He loved the product of his skill too much for that. He proceeded with as much deliberation as skill, and as the pile of finished cigars grew before him he would glance at them with all the affectionateness that a happy father bestows upon his growing family.

The cigars that Pepe made were treated by everybody in the shop with the utmost reverence and care, not because they were costly, but because Pepe made them. The packers who put them into the boxes in which they went forth took even more pride in them than Pepe himself did. At great expositions it was the perfectos that Pepe made that were always placed in the finest and most accessible showcases. They never failed to win the gold medal. That was inevitable, but what was far more remarkable was that the great public, so innocent of the finer secrets of the cigarmaking trade, seemed always to take a great delight in studying these very cigars, while passing the rest of the display over with easy faint praise. They couldn't know that a curly pated little genius in Havana, a very Benvenuto Cellini of tobacco handicraftsmen, had made the cigars the sight of which held them fascinated, still less could they suspect that the artist's aura hovered over his work, compelling the veneration of lesser mortals.

'Tis a grateful world, my masters. Manual skill such as that of Pepe of the Velvet Paw meets its reward in more ways than one. Hence you will not be amazed when I tell you that among the women of Havana Pepe was more popular than the greatest bullfighter who ever came over from Spain. Wherever he went he was the object of the tenderest regard, And there is a record like that of the King of Yvetot, for Pepe left many descendants, some of whom may later give proof of the same marvelous skill at cigarmaking as that possessed by their sire. Let us pray that such may turn out to be the fact.

Pepe himself went to his account just before the American-Spanish war. He is making perfectos for the angels, now. Lucky angels!

—

Next Week—Chapter XXI:—"A Tobacco Symposium of Great Ghosts," by Marco Fleishman, of S. Rossin & Sons.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

K. STRAUS
A. LOEB

122 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

Oldest of Leaf Porters.

HARRIS GOLDBERG.

Harris Goldberg, who on January 1, 1902, was retired on a pension by E. Spingarn & Co., the big leaf house of No. 5 Burling Slip, New York, whom he had served faithfully and with great intelligence for forty-two years, is believed to be the oldest leaf porter in the trade. He was 73 years of age on his last birthday.

Mr. Elias Spingarn, the present head of the firm of E. Spingarn & Co., has been identified with the tobacco interest since 1857. In that year he and his brother, Mr. Sam. Spingarn, were proprietors of a retail cigar store at Broadway and Fulton street, on the site of the building now occupied by the New York Evening Post. Harris Goldberg entered their service in 1860, and when, in 1862, they removed to 5 Burling Slip, which they have continued to occupy ever since, he came with them as porter. Up to the time of his retirement on January 1, 1902, he had never lost a day from any cause, nor was he ever remiss in the performance of any one of his numerous duties.

The old porter lives in his own home in Brooklyn, and life is made pleasant for him by his grandchildren, the children of his three married daughters. Besides his pension, he receives numerous substantial remembrances from his old employers.

John H. Duys Sails for Home

John H. Duys, of the big New York city Sumatra importing house of H. Duys, Jr., who has been on his wedding journey to Europe, and who incidentally attended several of the inscriptions in Amsterdam and Rotterdam, sailed with his bride for home, on the Statendam, on May 9.

Adolfo Moeller in New York

Don Adolfo Moeller, the well-known packer and warehouseman of Havana, has opened offices at 161 Water street, New York. His representative in New York will be Mr. Carlos M. Wintzer, Jr., who has been associated with him in Havana for the past nine years.

Don Adolfo is of German birth, and served his apprenticeship to the trade with the big house of Anton Moebius, deceased, in Hamburg. Later, he went to Havana, and was for many years associated in the tobacco business with the big house of Federico Bauriedel & Co. Since 1898, he has been in business in Havana on his own account.

At his New York headquarters, as in Havana, Don Adolfo will handle all kinds of Havana tobacco, and he will be pleased to correspond with the leaf and cigar manufacturing trade of Pennsylvania.

He packs in Cuba annually about 5,000 bales of tobacco. The warehouse in Havana, of which he is the proprietor, is one of the largest tobacco warehouses in the world. It has a capacity of 60,000 bales, and is at present filled from cellar to roof.

Don Adolfo Moeller is one of the most aggressive of hustlers, and is personally very popular with the trade in Havana and in the United States.

Julius Marqusee Packs Onondaga in Lancaster.

Julius Marqusee, of 144 Water street, New York, who is known to some of his friends as "Onondaga Jule," on account of his success in packing Onondaga leaf, is doing his packing of that type of tobacco in Lancaster, Pa., this year. His warehouse in Lancaster is at 226 Lemon street. He has 300 people at work there, assorting. The leaf is being handled in Connecticut style, and the work will probably be finished by June 1. It will consist of 3,500 cases of 1901 Onondagas.

L. Wolfsky Goes to Europe.

Louis Wolfsky, who has been identified with the leaf trade of New York city for the past twenty-five years, and who is at present with the firm of Edward Schroeder & Co, sails for a vacation trip to Europe, on the Kronpriz Wilhelm, on June 3. He expects to be gone until October. The trip is undertaken solely for recreation.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in **Leaf Tobacco**

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
103 North 2d St.
Philada.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at 10 cents per week.
We make to order Copper Dies in Blocks, any name, 30 cents each.
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

THE TOBACCO WORLD

Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

MAY 14, 1902.

The Suction Table Suit Decided in Favor of the Miller, DuBrul & Peters Mfg. Co.

Justice Hoyt H. Wheeler, of the U. S. Circuit Court for the Southern District of New York, has decided the appealed case of The John R. Williams Company against The Miller, DuBrul & Peters Manufacturing Company in favor of the defendant.

The decision is as follows:

The term of patent No. 315,408, dated April 7, 1885, and granted to Oscar Hammerstein assignor to William Eggert, trustee, as affected by British patent No. 6,811, dated February 19, 1884, and granted to him for the same invention. He had made application for this patent July 10, 1883, and assigned his right to it to Malvina Hammerstein, July 17, 1883, and this right was outstanding at the time when the British patent was applied for and when it was granted. This outstanding right is relied upon to defeat the effect of the British patent upon the term of this one.

The statute then in full force provided, Sec. 4887, Rev. Stat., that

"Every patent granted for an invention which has been previously patented in a foreign country shall be so limited as to expire at the same time with the foreign patent, or, if there be more than one, at the same time with the one having the shortest term, and in no case shall it be in force more than seventeen years."

A patent granted under this statute would be limited in time to the expiration of a previous foreign patent as if that was written in for its term, although on its face it should appear to be for seventeen years—Bate Refrigerating Co. vs. Hammond, 139, U. S. 151.

The outstanding assignment was of a mere equitable title to such a patent as the assignor might obtain, which turned out to be one that would expire with the British patent. No case is cited or known that holds this statute applicable only to an inventor who has always kept the whole title legal or equitable to his invention. The strongest one in favor of the plaintiff and most relied upon is Hobbs vs. Beach, 180 U. S. 383. That merely holds that an intermeddler claiming the invention adversely to the inventor could not limit the true inventor's U. S. patent by obtaining a foreign patent. The change in the law since does not authorize any change in the construction of the law as it existed before on account of any supposed hardship of the former law.

Bill dismissed as to this patent.

Charles C. Gill appeared for the John R. Williams Co., and E. M. Marble, of New York, and Wood & Wood, of Cincinnati, for the Miller, DuBrul & Peters Manufacturing Co.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

CUTTINGS WANTED. State quantity and price. Address G. BUHL, 5-1-2t 4408 Lancaster Ave., Philada.

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

WANTED.—Two first-class salesmen to call on the retail trade, for a St. Louis house. Address Box 126, Care of The Tobacco World, Phila. 5-14-1t

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 3-12

WHEN IN NEED of any machines, tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

CIGAR SALESMAN WANTED by factory making excellent line of five and ten cent goods, to cover Pennsylvania and New Jersey. Must be familiar with good retail trade in this territory and control some business. Address J. A. & Co., Box 125, Care of The Tobacco World, Philadelphia. 5-14-2t

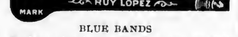
NOTICE.

NEW YORK, April 29, 1902.
A report has been spread that our firm has sold out its business.

We Wish to Deny
same, and also, caution any person from making assertions of this kind.

L. MILLER & SONS,
153-155-157 Crosby Street,
5-1-2t NEW YORK.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.
TRADE NOTICE.
WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS
And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

R. & B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil"
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
& Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK.*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN

HARKEN, PALE FACES!

I am the Medicine Man of whom the books are full. I am the first of the slaves of the creature we call tobacco, and you shall be my auditors.

I have come back from the land of shadows to survey what were once the earthly hunting grounds of my people. Whatever pertains to tobacco pertains to me, and The Tobacco World shall be my bulletin. In its columns I shall discourse to you, in a spirit informed with good sense and animated by good will towards all among you, on such topics as shall from time to time appear to me to be timely and pertinent.

The United States has been called one vast university. The teachers of its people are the newspapers, and in this university I shall occupy the Chair of Tobacco.

I invite you to address me on any subject concerned with tobacco and I shall thereupon endeavor to make your communication, whatsoever it may be, the theme of a discourse whose aim shall be to interest not only one but all of you.

Address all such letters thus: "The Medicine Man, Bureau of The Tobacco World, 11 Burling Slip, New York."

No attention will be paid to anonymous communications.

Havana Cigarettes.

HAVANA, May 6, 1902

DEAR MEDICINE MAN:

Why is it that Havana cigarettes are not the standard of excellence just the same as Havana cigars? The tobacco in the cigarettes manufactured in Havana is aromatic, the industry is well established and well understood, and yet the quantity of Havana cigarettes smoked outside of Cuba is so inconsiderable as scarcely to be worth the mentioning.

Please explain why these things are so. To me who love Havana cigarettes even better than Havana cigars, it is inexplicable that Turkish cigarettes should have so great a vogue all over the world while Havana cigarettes have no vogue at all saving here at home. AMIGO

The Answer.

The reasons behind the neglect from which the Havana cigarette suffers are several.

Those which are concerned with the cigarette itself are these:

First, it was found that under the McKinley duties, Havana cigarettes could not be sold at a profit in the United States. Prior to the McKinley year Havana cigarettes had a tolerably large sale in New York and other big cities, but since 1890 very few of them have been imported for sale.

Second, the cigarette smoking public demands long cut tobacco in its cigarettes and the cigarette tobacco of Cuba is always granulated.

Third, the old time cigarette manufacturers of Cuba, who sent their wares to this country, took it for granted that the Americans preferred to have their cigarettes come to them in the same fashion that was common in Cuba. In Cuba every cigarette lover rolled his own cigarettes. He bought them in packets of ten or twenty. The tobacco was loosely rolled in a piece of heavy white paper tucked in at both ends and without being pasted. This was all very well for Cubans who had the requisite manual skill and plenty of time to give to their favorite occupation, but it didn't answer in the United States at all, especially when these half made cigarettes came in competition with the completely manufactured article turned out in New York, or Richmond, or Durham, N. C. It is true that thirty years ago the old "Honradez" brand of Havana cigarettes, to name one of several, came into the American market made in the same fashion that American cigarettes of Virginia tobaccos were made, but unfortunately for the "Honradez" brand, it was just about this time that the causes which have operated so successfully for the spread of the taste for Turkish cigarettes came to the front.

No article of tobacco merchandise has ever been so triumphantly exploited as the Turkish cigarette, or with so little cost to the manufacturers. It was all the work of the lady novelist. Thirty years ago when Ouida was still a young woman and when "Granville de Vigne" and the other first fruits of her genius were being read by every woman in England and America, Turkish cigarettes were practically unknown on this side the Atlantic, but Ouida was careful to put Turkish cigarettes into the mouths of her heroes, and every novelist and playwright of the Ouida stripe, who has since written for the same public, has performed the same gratuitous service for this class of cigarettes. Thus, in that famous third act of Pinero's "Gay Lord Quex," the voluptuous Duchess of Strood insists upon inviting her reformed lover to smoke a cigarette. She names the brand, too, and it is a fact that while the play was running in London, and afterward during its run in New York, persons who had seen the play demanded this very brand of their tobacconists. There was no such brand, however, in the market.

When people who are fond of reading novels find that their favorite heroes are given to the smoking of Turkish cigarettes they are very apt to copy their example. Now if the novelists had only known as much about the excellence of Havana cigarettes as AMIGO knows, or, in the absence of knowledge on the subject, if they had merely put Havana cigarettes instead of Turkish cigarettes into the mouths of their male protagonists, the world might be hearing a different story to day.

But don't despair, Amigo. The novelists and playwrights may yet turn their attention to the cigarettes of Havana, or Congress may reduce the duties. At any rate, it may very easily happen that the cigarette lovers of the United States will soon appreciate the excellence of the cigarettes which you extol.

THE MEDICINE MAN.

The States from the Cigar Man's Point of View.

XL.

MARYLAND.

Maryland does not do the cigar justice, at least not wholly. She is a rich state, she has excellent theatres and excellent newspapers, and her people notoriously live on the very best that the ocean or the land can provide, and yet, outside of Baltimore, Maryland is not a particularly good state from the cigar man's point of view. The jobbers and retailers of Baltimore are an amiable and enterprising set of merchants. The fault is not theirs, yet the fact is, that even in Baltimore trade in cigars is not as good as it should be. Neither can it be said that the tobacco lovers of Baltimore are stingy.

Nevertheless the fact appears to be that Baltimoreans are more indifferent to cigars than they should be. Can it be that the ladies of Baltimore, those famously beautiful ladies, are responsible? Is it the fact that in Baltimore beauty frowns upon My Lady Nicotine? That doesn't seem reasonable, either, for the men of Baltimore are a stalwart set, able to hold their own even against their lovely fellow townswomen Is it southern apathy? If it is, then southern apathy in Baltimore is a different apathy from that of other southern cities where, as we have seen, the cigar is as popular as it is in the cities of the North and West and East.

Please do not misunderstand the purport of these remarks. There is in Baltimore a fair number of people who smoke cigars, and know good cigars when they find them, and whose custom inures to the profit of the trade, but the number is only a fair one. It is not nearly so great as it should be, or as it is in other cities of the same size, wealth and culture as Baltimore.

XLI.

DISTRICT OF COLUMBIA.

Washington is very much like Baltimore; it is not a particularly good cigar city. There are a number of jobbers in Washington who do a tolerably profitable business in cigars, but there is not a single city in the West, of the same size as Washington, which does not do from three to five times the business in cigars that Washington does.

The politicians and place holders who sojourn or live in Washington have plenty of money to spend; they all live easy lives, and yet, for reasons which it is hard to understand, they pretty generally give the cigar the go by. People in strenuous Omaha, for instance, smoke many more cigars than do the people of placid Washington.

XLII.

DELAWARE.

Wilmington is on a par with Baltimore and Washington, and compact little Delaware, so rich and so self-sufficient, ought really to feel ashamed of herself for the poor return she makes to cigar men for their efforts to win her.

The Max Schatz Co.

The Max Schatz Co., to manufacture strictly Spanish hand-made clear Havana cigars, has been incorporated under the laws of the State of New York. The company has a paid-up capital of $100,000, and an excellent financial backing behind that.

Max Schatz, for many years a successful cigar salesman, is at the head of the corporation, and associated with him are Bernhard G. Meyer and Alfred I. Mendelsohn, sons of the members of the well-known leaf firm of Meyer & Mendelsohn, of New York city.

"Ben" Meyer and "Allie" Mendelsohn think, and their seniors agree with them, that they have shown good judgment in their new venture. There is an ever-widening market in the United States for fine domestic made clear Havana cigars. The Max Schatz Co. understands how to make such cigars, and how to sell them, too. The business is full of bright possibilities, and these its officers will do their level best to realize.

Correspondence Solicited, and if addressed to either office will receive prompt attention.

Visitors to Havana are cordially invited to make our offices their headquarters.

WE ARE READY TO SHOW SAMPLES

of

Our Exclusive Holdings of the Best Growths

of

VUELTA ABAJO

REMEDIOS

SANTA CLARA

Discriminating Buyers will Readily Recognize the Exceptional Character of These Tobaccos.

LOEB-NUNEZ HAVANA CO.

306 North Third Street, Philadelphia.

228--230 Calzada del Monte, Havana.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ARGÜELLES, LOPEZ & BRO..

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

Fresh News from Cuba.

Market apparently quiet on the surface, in reality active, with a good demand from many quarters and thus sales foot up between 6,500 and 7,000 bales all told during the week ended May 3. Prices have ruled low, but should this movement continue, a rise seems inevitable, at least so thinking people express themselves.

THE NEW CROP.

Vuelta Abajo.—The packings or escojidas are progressing not very fast yet, still they are slowly but surely making headway, and will be all in working order by about the middle of this month. Prices for the finest tobaccos will undoubtedly rule very high again this year, owing to the quantity being limited.

Inferior grades and growths may be more reasonable, as buyers are not anxious to pay exorbitant rates for them and abstain from purchasing, when farmers are asking too much.

Partido.—Receiving tobacco from the farmers, putting same in pile (pilon) and partly packing are the order of the day. Houses like Campano Garcia & Co., Bruno Diaz, G. Salomon & Bros., the American Cigar Co. and Jorge P. Castaneda & Co. are either working or will commence their escojidas in the coming week.

Remedios.—Nothing doing yet, everybody waiting for the rainy season to commence before operations can take place. Various rumors are current as to the size of the 1902 crop, everybody admits it is short and estimates vary from 60 to 70 per cent. less in quantity than last year. Only a small proportion is said to be good, the rest very short, torn in leaf and yellow in some sections. It is too early to form a correct judgment although everything indicates a poor yield in the principal districts.

ARRIVALS IN HAVANA.

Julius Lichtenstein, E. P. Cordero and Mortimer Regensburg, of New York, and Charley Falk, of Key West.

DEPARTURES.

Wm. J. Hazlewood left on April 30th, via Tampa, Julius Lichtenstein left on May 3 by the "Morro Castle."

THE AMERICAN CIGAR CO.

was a heavy purchaser again this week in taking nearly 2,000 bales out of our market, mostly Remedios of the finest kind, as Mr. Corbin expressed it.

SUTTER BROS.

The always pleasant but also pushing Joe Mendelsohn secured something like 700 bales of fine aromatic Vueltas chiefly and a few vegas of extra quality Remedios. Since August 1st, this house has handled 9,000 bales of Havana. They commence stripping operations in their new building, No. 24 Cuba street, upon May 5, so as to be able to sell their customers stemmed filler leaf in future and which they will guarantee to be as pure and choice as their famed Double Eagle and 5 Star Brands of raw leaf.

H. DE CABANAS Y CARVAJAL FACTORY.

The contract for the new modern cigar factory on Zulueta street has been signed, and according to Mr. Corbin he expects to have the building ready for occupancy by October 1st, as the work is going to be pushed. It promises to be an addition to the sights of Havana well worth seeing for the tourist. That the interior will be a beehive of activity, nobody doubts.

LESLIE PANTIN.

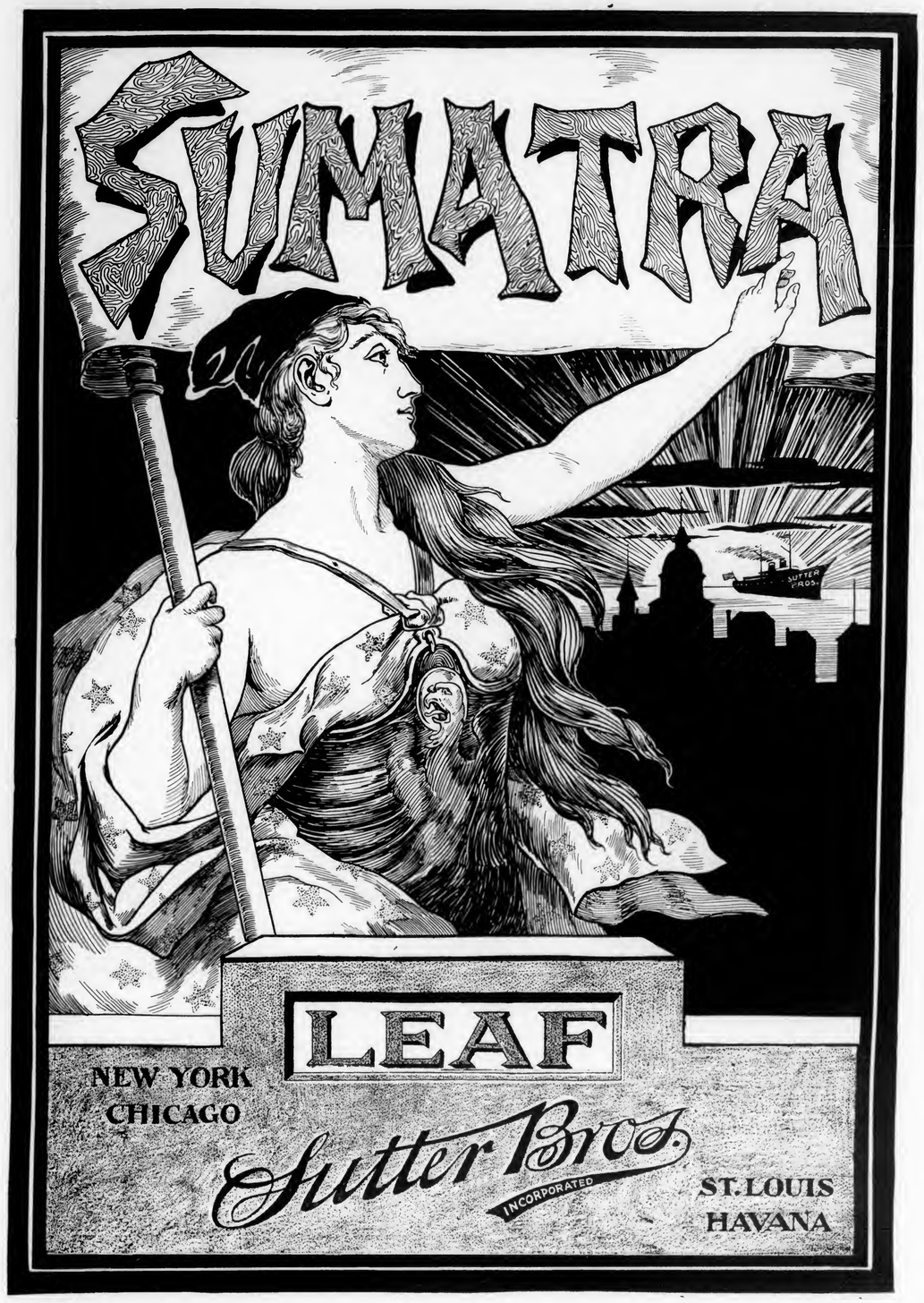
This active, pushing and in every sense honorable commission merchant has succeeded in building up such a business that he is now amongst the foremost in this line, and why? Because he understands tobacco, knows our market thoroughly, and, through energy and business tact, not alone attracts new customers but knows how to satisfy everybody and thus keeps his old friends and makes new ones daily; this is the secret of his success. Julius Lichenstein, one of his latest friends, is charmed with him and thus gave him the handling of his 1,000 bale purchase of the past ten days. Both worked like beavers from day-light till sunset, and thus secured the best to be had in our market at the right prices.

VENANCIO DIAZ AND NARCISO GONZALEZ

left on May 3 by the steamer Morro Castle to open a house in New York. Mr. Gonzalez is the nephew of Mr. Diaz, and being already acquainted in New York, and speaking English fluently, will no doubt succeed in making things hum in Gotham and its sister cities—Philadelphia, Boston, Baltimore, etc. Everybody who has been to Havana knows Venancio, as a self made man who thoroughly understands his business and people in general.

CIGAR FACTORIES.

As a general rule there is complaint on account of lack of orders, or of orders which cannot be filled because the buyers are too exacting



E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL 138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF CIGAR BOX LABELS AND TRIMMINGS.

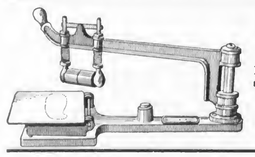
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR. CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR. SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. J. SCHOENER & CO. IMPORTERS & PACKERS LEAF TOBACCO 169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS, IMPORTERS OF Havana, Sumatra AND DEALERS IN Seed Leaf Tobaccos. 177 PEARL STREET. NEW YORK

H. H. MILLER, Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

as to colors. At the tail end of the season, it is but natural that only the very largest factories can carry enough stock to supply them with light wrappers, and amongst these may be enumerated: the Henry Clay and Bock & Co., Ltd., and Havana Commercial Co., the H. de Cabanas y Carvajal & Co., Rabell, Costa & Co.'s factories, "Marques de Rabell," etc., the Viuda de Jose Gener, the Sol factory, of Behrens & Co., H. Upmann & Co.'s factory, the Punch factory, the Flor de J. Suarez Murias, and Charles Blasco's factory.

The fact that the reciprocity question still hangs fire is given as one reason why the people north do not care to have any stock on hand, when the reduced import duties may take place upon July 1st. European customers usually wait to satisfy themselves as to the new crop by actual sample shipments before they order largely, and therefore, in this direction business is always lagging, independent of the widespread bad economical state of affairs on the old continent.

JOHN WARDLOW IN THE COUNTRY.

John T. Wardlow, general manager of F. Garcia, Bro. & Co., left Havana on May 3 for Placetas for a fortnight's visit of inspection of the crop of Remedios.

Arrivals of Tobacco in Havana.

	Week ending May 3. bales	Since Jan. 1 bales
Vuelta Abajo	1,197	13,332
Semi Vuelta		453
Partidos	59	5,567
Santa Clara and Remedios	2,801	56,007
Matanzas	4	54
Santiago de Cuba		12
Total	4,061	75,425

Benno Neuberger Off for the Inscriptions.

Benno Nenberger, of E. Rosenwald & Bro., sails for Europe on the Kaiser Wilhelm der Grosse on May 20, to attend the four inscriptions which take place in June and the two which occur in July. After that he will take the waters at Kissingen.

Moritz Neuberger and Herr Ulrich, both of the house of Heinrich Neuberger, of Bremen, also sail on the Kaiser Wilhelm.

"You shouldn't judge a man by the cigars he gives you," remarked the Philosopher. "Some one may have given them to him."—Cincinnati Tribune."

Isidor Lederer Says Good-bye.

Isidor Lederer, for the past five years associated with the firm of Rothschild & Bro., and who is well and favorably known to the trade of New York and Philadelphia, says good-bye to the United States on May 20 He leaves for Europe on the Kaiser Wilhelm der Grosse on the date mentioned, in order to accept a very responsible position with the big tobacco house of Heinrich Neuberger, of Bremen, Germany.

For an Amended Bankruptcy Bill.

Merchants who are interested in the proposed amendments to the bankruptcy law are counseled to bring all the pressure possible upon their congressmen, and likewise upon the following named members from the South:

Hon. Oscar W. Underwood, of Birmingham, Ala.; Hon. W. H. Fleming, of Augusta, Ga., and Hon. D. H. Smith, of Hodgensville, Ky.

Jos. C. Heymann Engaged.

An engagement of marriage has been announced between Mr. Joseph C. Heymann, of the great cigar manufacturing firm of T. J. Dunn & Co., and Miss Laura Eissner, of Philadelphia.

The Funeral of Henry Waitt.

Henry Waitt, of the widely known cigar manufacturing firm of Waitt & Bond, of Boston, Mass., who died suddenly of heart disease on May 7, was buried from his home in Newton, Mass., on the afternoon of May 10.

Among those who went from New York to attend the funeral were Sigmund Rosenwald, of E. Rosenwald & Bro., Marco Fleishmau, of S. Rossin & Sons, and Charles Bidwell, of Rothschild & Bro.

Henry Waitt, who was 60 years of age at the time of his death, was a self-made man of the very best type. He began his connection with the industry with which he was for so many years connected, as a stripper boy in a cigar factory in Boston and rose gradually by his own efforts to the head of the great firm with which his name will always be associated.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.
THE TOBACCO WORLD

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Philadelphia Tobacco Pencilings.

The cigar trade among Philadelphia manufacturers is improving slowly and some fairly good-sized orders have been received by some of the larger houses. The demand is almost wholly for the better grades of cigars, and at the regular factory prices.

The cigar and tobacco output of the First District of Pennsylvania during April, 1902, was:

Cigars	40,350,820
Little cigars	14,000
Cigarettes at 54c	174,500
Cigarettes at $1.08	3 308,250
Cigarettes at $3 00	21,000
Snuff, pounds	347,245
Tobacco, pounds	120,914

The above shows a slight decrease in the output of cigars as compared with April, 1901—605,580. It shows a gain, however, of 431,150 over April, 1900.

All of the several factories of the Theobald & Oppenheimer Co are running with a full force. Their new Tampa factory, where only clear Havana goods are being made, has been kept well filled with orders so far.

It is well known that the "Marcello" clear Havana cigars of Duncan & Moorhead have been having an elegant sale in this city and other sections but recently the demand for these goods has grown in a way that is not being appreciated by the firm. It is the fact that twice during the past week their delivery wagon was robbed on the street of 1,000 and 1,500 cigars respectively. The goods were removed from the wagon during the short intervals that the driver was in certain establishments attending to his duties. It may show good taste on the part of the burglars, in selecting so fine a quality of goods for their plunder, but it is not very profitable business for the house.

Pent Bros. are engaged in extensively remodeling their Chestnut street store. Handsome new show cases and other fixtures are being placed in position.

Business with T. J. Dunn & Co. has remained in a satisfactory condition. Some good sized new orders have recently come from Gerson Heymann, who has been covering the west.

W. K. Roedel & Co. are now distributing among their customers a new cigar cutter, in advertising their "Philadelphia" 5c cigar.

Frank Teller, of Frank Teller & Co., has been on a Southern trip for ten days past, and as a result the firm's shipments have increased considerably in volume. The demand is reported to be largely for the "Royal Blue" and the "La Flor de Teller" brands.

Harry Mills, western representative of the Vicente Portuondo factory, spent several days at headquarters last week, and found the factory well filled with orders. He has again returned to his headquarters in Chicago.

Referee in Bankruptcy Alfred Driver has issued a notice that a meeting of the creditors of the bankrupt estate of the La Pila Havana Cigar Co. will be held on May 20th, to pass upon a dividend of 12½ per cent. to the creditors.

E. G. Steane & Co. are pushing their "Patrick Henry" and the E. H. Gato Cigar Co's. products with old-time vigor. Messrs. Ed. Miles and W. S. Cliver, with this house, are now respectively in Northern and Western Pennsylvania, each doing a satisfactory share of business.

The progress that is being made by the El Basco Cigar Co., is very satisfactory to its proprietors, Bacharach & Strauss. Louis Bacharach, of this house, has lately done well along Atlantic Coast towns in New Jersey.

The "Modern Master," a 5 cent product recently placed upon this market by J. H. Van Horn, is meet with a good sale at numerous retail establishments. He is now also distributing some advertising matter.

J. Werthiemer, with Jose Lovera Co., Tampa and New York; C. Wasserman, with B. Wasserman, New York; Sidney Lester, with Amo, Ortiz & Co., Tampa; Charles Winterberg, with Monteviermo & Co., New York; and H. C. Long, of Lebanon, Pa., were among this week's visitors.

This is the Cigar that will help you out in 1902.
A 3-cent Cigar of Superior Quality.
Exclusive territory given.
Write for Sample.
N. W. FREY CIGAR CO.
Lititz, Pa.

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size	$3.50 per lb.
Second size	3.25 per lb.

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " Remedios	.90

All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."

☞ Samples to Responsible Houses. ☜

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**

Sumatra Wrapped and Long Filler Goods a Specialty.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

IN THE LEAF CIRCLES.

Oscar Boehm, of Bremer Bros. & Boehm, returned on Friday last from his most successful trip of the season. He reports that the shade grown Sumatra has attracted considerable attention and sells very well, and the only complaint to make is that the supply is inadequate to meet the demands. They have disposed of nearly all of their holdings.

Frank Dominguez, of E. A. Calves & Co., is still in Cuba and has purchased some very fine tobacco, but reports that there is a scarcity of this class of goods.

Karl Straus returned to this city last Thursday after a two months vacation at Hot Springs, Ark., and his health seems to have been improved very much. He remarked to the Paragrapher that he felt well, and he certainly looks well.

S. Loeb, of the Loeb Swartz Tobacco Co., will leave for Europe tomorrow, to attend the Sumatra inscription at Amsterdam.

Jake Labe, of B. Labe & Sons, who attended the convention at Cincinnati last week, will remain in that section for some time, visiting the trade. Sidney Labe, of the same house, left on Tuesday for a trip through the State.

L. P. Kimmig, of L. P. Kimmig & Co., left yesterday for Lancaster to superintend their packing of Pennsylvania broad leaf.

Julius Marqusee, of New York, stopped in this city last Saturday enroute to Lancaster.

Leopold Loeb & Co. received some shipments of very fine Sumatra. The Loeb-Nunez Havana Co. report their Havana business to be very good.

Fred Hipple, of Hipple Bros., left for Lancaster last Saturday, where he is said to be meeting with much success.

H. Bauer, with Julius Hirschberg & Bro., has gone on a short trip through the State.

Among the visitors in the leaf trade this week were Frank Pulver and Walter Lazar, of Sutter Bros., Max Sondheim, of Leonard Friedman & Co., O. Bamberger, with S. S. Auerbach & Co., O. Lederer, with Rothschild & Bro., M. F. Schneider, with Laverge & Schneider, and Max Herzog, with P. Dennerlein & Sons, all of New York city.

Keen Competition in Sumatra.

The selling of Sumatra leaf tobacco has resolved itself to scientific methods, if all reports recently received at this office are correct.

An incident has been cited tending to verify the claim that twelve bales of Sumatra leaf had been lately sold by a certain house to a Pennsylvania cigar manufacturer, under a written guarantee that it would yield to a cost not to exceed $5.50 per thousand cigars.

At 111 Fifth Avenue.

First Vice President S. E. Moorhead, Secretary Robert E. Christie and George Arents, Jr., all of the American Cigar Company have removed their offices from the ninth floor of the building at 111 Fifth avenue, New York, to the fourth floor, on which are located the offices of the Continental Tobacco Company.

The gentlemen above named are actively concerned in the sale and distribution of the cigars manufactured by the American Cigar Co., which are now being handled by the Continental Tobacco Co. and their change of office quarters was prompted by motives of convenience.

Thomas E. Burns, who, up to four weeks ago, was in charge of the outer office of the American Cigar Company, is now with the Havana-American Company as a salesman. He handles the "El Belmont" brand on the upper West Side in New York city and states he is entirely well pleased with his new assignment.

Shade Growing in Penna.

The Pennsylvania State Board of Agriculture has decided to make the experiment of raising tobacco under cover on the farm of Dr. H. M. Alexander at Marietta, and a force of men have been engaged erecting poles and scaffolding over which the canvas covering will be stretched. One half acre of Sumatra tobacco will be raised in this manner. Besides this half acre, an equal amount of land will be devoted to the cultivation of Cuban Havana.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers "Havana" and "Morro Castle."

CIGARS	cases
Park & Tilford, New York	48
Acker, Merrall & Condit, New York	39
G. S. Nicholas, New York	27
Waldorf-Astoria Segar Co., New York	14
B. Wasserman, New York	12
Duncan & Moorhead, Philadelphia	18
M. Blaskower & Co., San Francisco	13
Estabrook & Eaton, Boston	12
S. S. Pierce Co., Boston	9
Reymer Bros., Pittsburg	6
The Weideman Co., Cleveland	5
American Cigar Co., New York	5
M. A. Gunst & Co., San Francisco	5
L. Sisenvine, San Francisco	5
Sprague, Warner & Co , Chicago	4
Michaelis & Lindeman, New York	3
Wood, Pollard & Co., Boston	3
Lilienfeld Bros. & Co , Chicago	3
G. W. Faber, New York	2
Calixto Lopez & Co., New York	2
D. Loughran, Washington, D. C.	2
C. B. Perkins & Co., Boston	2
J. M. Ceballos, New York	1
E. Rosenwald & Bro., New York	1
Japanese Legation, Washington, D. C.	1
F. R. Rice Mercantile Co., St. Louis	1
W. A. Stickney Cigar Co., St. Louis	1
T. Wright & Co., St. Louis	1
Bir & Berger, Seattle, Wash.,	1
Goldberg, Bowen & Co., S. Francisco	1
Total	247
Previously imported	2,657
Imported since Jan. 1, 1902,	2,904

LEAF TOBACCO	bales
Rothschild & Bro., New York	490
F. L. Lutz & Co., Newark, N. J.	460
J. Bernheim & Son, New York	220
Narcisso Gonzales, New York	199
E. A. Kline & Co., New York	166
A. Pazos & Co., New York	135
Weil & Co., New York	120
Lichtenstein Bros , New York	116
Sutter Bros., New York	114
F. Miranda & Co., New York	98
S. Ashner, New York	96
G. Salomon & Bro., New York	90
Schroeder & Arguimbau, New York	71
Sutter Bros., Chicago	63
M. Atak & Co., New York	60
I. Bijur & Son, New York	58
J. Merfeld & Co., Baltimore	55
Starlight Bros , New York	50
Newgass & Greenhut, New York	48
S. Ruppin, New York	46
Gans Bros. & Rosenthal, New York	32
J. F. Portuondo Cig. Mfg. Co , Phila.	30
L. Friedman & Co., New York	27
Yocum Bros., Reading, Pa.,	27
Loeb-Nunez Havana Co., Philadelphia	23
Hillier & Kollenberg, Chicago	22
Henry Esberg, New York	21
A. Blumenstiel, New York	20
J. Gonzalez & Co., New York	10
E. Rosenwald & Bro., New York	10
J. Brand & Co., New York	8
M. Cruz, New York	5
Calixto Lopez & Co., New York	3
Total	2,993
Previously reported	43,522
Imported since Jan. 1, 1902,	46,515

The "Briaskrape" is the name of a thimble-shaped contrivance lately introduced in England. The name indicates its use—to scrape out a tobacco pipe—and it sells for the modest price of two cents.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

E. E. Kahler,

328 to 332 Buttonwood Street,
Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

Interest Never Lags With Us in Trying to Please.

If you are **A HARD NUT TO CRACK,** Mr. Jobber or Dealer,
We Want a Strike at You on

Wyoming Elk—10c.
Lady Mar—5c. **Cigars**

Penn Cigar Company,

Reading, Pa.

Give Us a Chance to Demonstrate Our Good Intentions Toward You.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,
LANCASTER, PA.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U. S. A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty. PHILADELPHIA, PA
ORDERS BY MAIL promptly attended to.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

The Convention Proceedings.

Detailed Report of the Action Taken Last Week at Cincinnati.

BY A STAFF CORRESPONDENT.

The session of Monday was largely preliminary, as reported last week.

TUESDAY'S SESSION.

The convention was called to order a 11 o'clock.

On motion of J. L. Friedman, the election of officers was postponed for the time being.

Mr. Friedman then offered a motion to change the by-laws of the Association, striking out the word "ten" wherever it now occurs in the membership section and insert ing the word "seven."

He stated that the object of the motion was to increase the representation at the annual conventions.

Mr. Eckerson favored the change saying it would strengthen the organization.

Mr. Hecht thought it would increase expense without increased benefits.

The amendment was defeated by a rising vote—18 to 12.

Joe Cullman presented a telegram from Harry S. Rothschild stating his regret at not being able, on account of illness, to attend the convention and banquet.

On motion of Mr. Cranz, of New York, a reply was sent to Mr. Rothschild, expressing the sincere desire of the convention for his recovery.

A. Bijur, of New York, offered the following preamble and resolutions:

"Whereas, we are absolutely opposed to the so-called Cuban Reciprocity bill as passed by the House, and desire to specify certain essentials which a bill passed for the purpose of affording relief to Cuba must contain, to secure our support. To this end we, the National Cigar Leaf Tobacco Association, in convention assembled, adopt the resolution appended below:

"Resolved, That the National Association favors a specific uniform rate of duty on leaf tobacco imported from Cuba, and instruct its Legislative Committee to use its best endeavors toward securing such rate of duty; and

"Resolved, That said committee is instructed to take action toward insuring the advantage of any reduction in duty on Cuban tobacco, and such tobacco held in bond; and

"Resolved, That said committee is instructed to oppose any reduction on cigars imported from Cuba greater than that of twenty per cent. as provided for in the Cuban Reciprocity bill passed by the House; and that it be left to their discretion to oppose or assent to the twenty per cent. reduction as now provided for in said House bill; and

"Resolved, That said committee be empowered to collect, by voluntary subscription through the Local Boards, a fund to be used for the furtherance of the above purpose."

A motion made by Mr. Beer, of New York, to refer the above resolutions to a Committee on Resolutions, to be hereafter appointed, was lost.

Mr. Cullman, of New York, moved for the consideration of the Resolution, and his motion was agreed to.

The passage of the first resolution was discussed at great length by A. Bijur, Frank Inkstadter, Jos. Cullman, J. C. Mitchelson, M. Krohn, Jacob Labe, A. Pazos, F. Eckerson, O. Immenhauser, M. Eisenberg.

By a vote of 12 yeas and 16 nays the motion was lost.

The rest of the resolutions were then withdrawn by Mr. Bijur.

A resolution was offered by Mr. Friedman, of Chicago, advocating a reduction of duty on all tobacco from Cuba to 35 cents per pound, which was amended to read 50 cents.

The motion as amended was adopted, but was afterwards reconsidered and defeated.

Mr. Krohn's Remarks.

In making a motion to amend the resolution presented by Mr. Friedman, of Chicago, Mr. Krohn, of Dayton, supported his amendment by a lengthy argument, and said, in part, that he thought the importers of Havana tobacco had interests which were undoubtedly entitled to a full consideration, yet there were other interests which were entitled to an equal consideration. He referred to the growing of Sumatra under shade as a new industry which was full of promise, and he thought it should be fostered by fair and equitable protection by

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

MR. SIGMUND ROSENWALD.
Now President of the National Cigar Leaf Tobacco Association.

legislation. He characterized the industry as a new star which had recently arisen on the horizon, which had first appeared in Florida and Georgia, and had moved northward as far as Connecticut. This industry, said he, has perhaps not been considered a factor as yet, but it might prove to be an important one in a few years.

This infant industry, he continued should be given an opportunity of showing what it can do. If we cannot demonstrate that we can grow as good wrapper tobacco in this country as anywhere in the world, then he would favor letting the raw material come in at low rates of duty; but, said he, there is likely to be an influx of foreign capital into Cuba as soon as a stable government shall have been established, and there was no doubt in his mind that the cultivation of tobacco would be increased enormously. He concluded: "I would, therefore, like to amend the resolution by raising the figures from 35 to 50 cents per pound."

It was the above resolution that was passed in its amended form and subsequently rescinded, during an executive session.

A motion was offered by B. A. Kaiser, of Boston, advocating a uniform rate of duty on all leaf tobacco imported into this country, and that a fund be raised by popular subscription for the purpose of prosecuting action with this end in view.

This motion was passed.

A resolution by Benno Neuberger was made through the New York delegation suggesting that dealers in Sumatra tobacco urge the Sumatra tobacco growing companies to exercise more care in sizing and assorting, was passed.

A motion was made and carried to refer all matters regarding the tariff to the Legislative Committee.

The convention then went into executive session, during which time the following resolution was passed, after the Friedman resolution had been rescinded.

"Resolved, That it is the sense of this convention that when in the judgment of the Legislative Committee it is possible to secure a uniform rate of duty on Havana tobacco alone, that they be empowered to adopt the necessary measures to secure this result."

The afternoon session was prolonged until nearly six o'clock, when the convention adjourned until Wednesday morning at ten o'clock.

WEDNESDAY'S SESSION.

The convention was called to order at 10.30, and immediately went into active business.

An amendment was offered by J. L. Friedman, changing the by-laws so as to permit individual members of the Association to participate in the proceedings by discussion but not by any vote. The motion carried.

W. S. Bare, of Lancaster, offered the following preamble and resolution:

"Whereas, A corporation chartered under the laws of the State of New Jersey, and known as the American Cigar Company, is known to be doing business jointly with the American Tobacco Company, a corporation also chartered under the laws of the State of New Jersey; and

"Whereas, The American Tobacco Co. controls all the chewing and smoking tobacco and cigarettes manufactured in the United States; and

"Whereas, This said American Tobacco Company declines to execute orders for plug and chewing tobacco and cigarettes, from cigar jobbers and dealers throughout the United States, unless the said jobbers and dealers buy large amounts of cigars manufactured by the American Cigar Company, often against the wishes and best interests of the said cigar jobbers and dealers; and

"Whereas, The coercive methods of the above corporations, which are known as the 'tobacco trust,' are at present destroying all competition in the manufacture of cigars, and therefore annihilating the business of the cigar leaf tobacco trade of the country; therefore be it

"Resolved, By the Cigar Leaf Tobacco Association, that we condemn all business methods which by the association of large capital and coercion destroys just and honorable competition; and be it further

"Resolved, That we send a copy of these resolutions to the Attorney General of the United States, with the request that such laws may be invoked as shall prevent the corporation or associated corporations known as the 'tobacco trust' from coercing the cigar jobbers and dealers into buying their cigars from the said 'tobacco trust.'"

The above brought out much earnest discussion, and some little feeling was also expressed, but it was carried by a fair majority.

Mr. Eckerson then offered a resolution urging the Legislative Committee to prosecute its course against the present Dock Weight law, and that the matter be brought before Congress at its next short session. The resolution was carried.

Mr. Eckerson moved for a vote of thanks to the Agricultural Department for the interest it has taken in advancing the growing of tobacco. This motion was also passed.

A resolution was then passed to

MR. JOHN R. YOUNG,
For Three Successive Years the President of the National Cigar Leaf Tobacco Association.

MR J. L. FRIEDMAN.
Re-elected Vice President of the National Cigar Leaf Tobacco Association.

continue the plan of having a special representative at Washington, at the discretion of the new Executive Board.

Mr. Cullman presented a resolution empowering the President to employ a private secretary, if such course is found desirable. This resolution was adopted.

Mr. Bare offered a resolution as follows:

"Resolved, That the Legislative Committee be instructed to bring before the proper authorities notice of illegal contracts or infringements of the law on the part of the so called tobacco trusts, whenever, in the opinion of the Committee, sufficient proof of such violation of the law may be brought to their notice, and that we pledge ourselves individually to lend our best efforts in aiding the Committee to raise funds from the various Local Boards to accomplish this purpose, and that we authorize them to collect funds for such purpose when needed."

Adopted.

A resolution was presented by Mr. Friedman to change the membership clause of the Constitution from "one to ten" to "one to eight."

Adopted.

Mr. Krohn made a motion that the Legislative Committee make suggestions to change or improve the by laws at the next annual meeting. Carried.

On motion of Mr. Friedman the minutes were ordered printed and sent to each member.

Mr. Bare moved a vote of thanks to the members of the Cincinnati Board for their very courteous treatment to the ladies attending the convention festivities.

A motion was made to hold the next annual convention at such place as may be selected by the Board of Directors, the expenses of the Association proper to be borne by the organization.

A motion was also adopted that the Board of Directors be empowered to provide for the social part of the next annual convention, subscriptions to be solicited for the purpose of defraying the expense of the same.

—

ELECTION OF OFFICERS.

Nominations for President were declared in order, and President Young was nominated by Mr. Eisenberg, and the nomination was made unanimous by motion of Mr. Bare. Amid great applause, Mr. Young, in a delicate address, declined the honor of re-election.

Mr. Young nominated Sigmund Rosenwald, of New York, which nomination was seconded by Harry Bremer. Mr. Young was subsequently unanimously declared President, but he declined a re-election.

MR. CHARLES FOX.
New Secretary of the National Cigar Leaf Tobacco Association.

Mr. Latzar nominated Moses Krohn, of Dayton; Mr. Krohn declined.

Mr. Eckerson nominated Mr. J. L. Friedman, of Chicago, who declined.

Mr. Rosenwald was then elected by acclamation.

The other offices of the Association were then filled by acclamation, as follows:

MR. GEORGE J. SCHUSTER,
Treasurer of the National Cigar Leaf Tobacco Association.

MR. LOUIS NEWBURGH,
President of the Seed Leaf Tobacco Board of Trade, of Cincinnati

Vice President—J. L. Friedman, of Chicago, nominated by Mr. Eckerson;

Secretary—Charles Fox, of New York, nominated by Mr. Rosenwald.

Treasurer—Geo. J. Schuster, of Milwaukee, nominated by Mr. Friedman.

DIRECTORS.

Messrs. Friedman, of Chicago, Cullman, of New York, Eckerson, of Philadelphia, Kaiser, of Boston,

MR. M. EISENBERG,
A Popular Member of the Seed Leaf Tobacco Board of Trade, of Cincinnati.

and Rosenwald, of New York, were appointed a committee to nominate a Board of Directors, and reported as follows:

John R. Young, Philadelphia.
Louis Newburgh, Cincinnati.
Thos. Meininger, St. Louis.
B. A. Kaiser, Boston.
M. M. Fry, Lancaster.
L. B. Carle, Janesville.
Chas. Semon, Cleveland.

The report of the committee was adopted, and these gentlemen were elected by acclamation.

The following Committees were then appointed:

LEGISLATIVE.

John R. Young, Philadelphia.
Harry S. Rothschild, New York.
S. M. Newburgh, Cincinnati.
J. L. Friedman, Chicago.
F. Eckerson, Philadelphia.

CREDENTIALS.

George J. Schuster, Milwaukee.
Charles Fox, New York.
M. Rosenthal, Lancaster, Pa.
Jacob Sutter, Chicago.
L. A. Wheeler, Troy, O.

FINANCE.

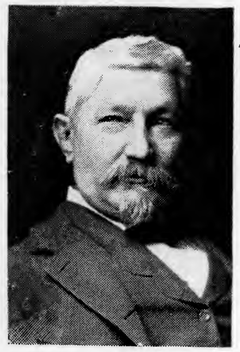
W. S Bare, Lancaster, Pa.
A. Bijur, New York.
M. Eisenberg, Cincinnati.

TRADE REPRESENTATION.

Joseph F. Cullman, New York.
A. H. Reeder, Dayton, O.
F. Opp, St. Louis, Mo.

CONFERENCE.

George Englehart, Milwaukee.
Harry W. Bremer, Philadelphia.
Walter Beer, New York.



MR. THOS. MEININGER,
A Jovial Member of the St. Louis Trade.

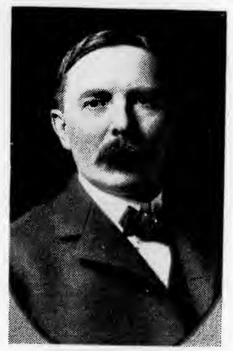
—

Joseph F. Cullman then offered the following:

RESOLUTION OF THANKS TO JOHN R. YOUNG,

For his Services in Organizing the National Cigar Leaf Tobacco Association, and Also Serving as its President for Three Years.

"Whereas, The necessity for a National Organization had long been conceived and striven for by



MR CHAS. SEMON,
Director of the National Cigar Leaf Tobacco Board of Trade.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Mr. Young, whose untiring efforts resulted in the forming of the association; and

"Whereas, Mr. Young was chosen as President of that new organization and has served in that capacity up to the present time; and

"Whereas, The growth and power of this Association has been due in a large degree to the self sacrificing spirit, which has animated Mr. Young in devoting his time and his great mental power to the successful prosecution of the work of the Association to the benefit of our trade; and

"Whereas, Mr. Young has declined to continue in the office of President, owing to the necessity on his part of laying down this great mental and physical burden: Now, therefore, be it

"Resolved, That we, the delegates to this National Convention, accept his declination to continue as President with great regret.

"Resolved, That we hereby express to Mr. Young our appreciation of his unrivaled public spirit, his devotion to the work, and his unsparing activity and self-sacrifice, whenever the occasion demanding these qualities arose.

"Resolved, That these resolutions be spread in full on the minutes, and that an engrossed copy thereof be presented to Mr. Young."

The resolutions were passed amidst vigorous applause.

A vote of thanks was also extended to all the other officers of the Association.

The convention then adjoured, to meet again in May of next year at such place as the Board may designate.

—

Complete Vindication for Mr. Young

The action of the convention in so earnestly and persistently urging Mr. Young to accept a re-election to the office of President was a complete and overwhelming vindication of the charge of incompetence made against him, as referred to in his address to the convention.

Royally Entertained.

The Social Side of the Convention.

The entertainment arrangements as prefected by the Entertainment Committee of the Cincinnati Seed Leaf Tobacco Board of Trade, were most complete in every respect Every moment of spare time was advantageously used in sight seeing or other social ways.

The programme of arrangements for both convention and entertainment read as follows:

Monday, May 5, 10 a.m.—First Session.
2.30 p. m.—Trolley Ride.
6 p. m.—"Beer Abend" at Zoological Gardens.
Tuesday, May 6, 10 a.m.—Second Session.
8 p. m.—An informal gathering at The Stag Cafe.
Wednesday, May 7, 10 a. m.—Third Session.
7.30 p. m.—Banquet at Grand Hotel.

The trolley ride, which was fully attended, was a delightful one, and filled every one with pleasure. Its course included many of Cincinnati's interesting suburban points, the first stop being made on College Hill where refreshments were served. The latter part of the afternoon and the evening were spent at the Zoo, where an elegant luncheon was served, and one of those famous "Beer Abends" was enjoyed.

After a rather laborious day's work in convention on Tuesday the delegates were entertained at an informal gathering at the Stag Cafe in the evening. It was a purely social affair, and every one present enjoyed himself to the fullest extent. Impromptu speeches, of course, were indulged in—all more or less humorous.

The convention festivities culminated with a lavish banquet to the delegates at the Grand Hotel, on Wednesday evening, at which time a full representation was present both of delegates and specially invited guests. Needless to say, it was thoroughly enjoyed by one and all. The menu was elaborate, and as follows:

MENU

Little Necks
Queen Olives Salted Almonds Radishes
Green Sea Turtle, Clear
Lobster, Newburg, in Cases
Sweetbreads, Braised, Trianon
French Peas
SORBET, TRI-COLOR
Roast Philadelphia Squab, Sur Canape

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Company

CIGAR LABELS

CHICAGO. NEW YORK. CINCINNATI.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A. W. ZUG,
MANUFACTURER OF
American Union CIGARS
(Registered)
We employ no traveling salesmen, but deal directly with the wholesale trade.
East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Hominy Fritts Asparagus
Lettuce and Tomato Mayonnaise
Ices in Forms, with Strawberries
Macaroons
Camembert Cheese Toasted Crackers
Coffee.

A beautiful souvenir, in the shape of a loving cup, made at the famous Rookwood Pottery, Cincinnati, was presented to each one.

A speech of welcome was made to the banqueters by Mr. Louis Newburgh, and was responded to briefly by ex-President Young, on behalf of President Rosenwald.

The toast "Welcome Within Our Gates," for which the Hon. Julius Fleishman, Mayor of Cincinnati, had been scheduled, was not responded to, owing to the absence of the Mayor, but the toast, "Tobacco," was pleasingly and entertainingly responded to by Judge Howard Ferris.

Presentation to Mr. Young.

The presentation of a silver loving cup to ex-President Young came as a beautiful climax, and it was the surprise of the day.

The presentation of this loving cup was inspired by the members of the Seed Leaf Tobacco Board of Trade of Cincinnati, and was participated in by the delegates present During the entire day vindication after vindication, if such it must be called, had been showered upon the ex-presiding officer, until they had become almost wearisome, yet it was always accepted in the spirit in which it had been given. In this case actions spoke more eloquently than words, for an almost inaudible "I thank you" was all that could be heard. The surprise had been complete.

Impromptu remarks were also made by numerous delegates, and others.

Convention Side Lights.

Mr. Frei was one of Cincinnati's most royal entertainers, 'tis said.

John Bain, Jr., was discussing not only tobacco matters, but the different beautiful species of live lions at the Zoo.

Bustillo Bros. & Diaz's "Albion" and Ruy Lopez y Ca's "Ruy Lopez" clear Havana cigars were used exclusively at the convention.

Menno M. Fry, of Lancaster, is responsible for the introduction of lady visitors to the annual convention. The movement was participated in this year by numerous others.

H. L. Kinney, a twin brother of father Kinney, Philadelphia leaf trade's spiritual adviser, was a shining light during convention festivities.

A. W. Geiske, of Baltimore, was there too—a la Van-dyke. He is not infrequently mistaken for Prince Henry.

George A. Burger's vocal organs were in elegant trim.

Thomas Meininger entertained delightfully by singing his favorite song, "Unser Hans hot hosen awn."

L. A. Wheeler was heard to have been resweating Zimmers in his sleep.

Major Newburgh had his hands full in keeping his company straight.

A. Pazos entertained three men in one corner for three hours and ten minutes.

I. Latzar, has not only had a corner on Zimmer Spanish, but on the dice box for the drinks, as well.

Jake Labe don't consider the dice box as good an investment as Havana tobacco.

Frank Ruscher was appointed official inspector of high-balls.

Ben. F. Good is said to have fished ducks at the Zoo for champagne bottles.

Morris Rosenberg was the connoisseur of the Lancaster delegation on "Beer Abend."

Dean Gunther, of the Cincinnati Board, was one of the youngest at the stag party on Tuesday evening.

"Isie" Latzar was, after all, the only G. O. P. of the convention.

Everybody agreed that nobody could have entertained the ladies better while at the Zoo than did Ferd. Cranz.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

The power of conviction as exhibited by Mr. Cullman, was almost phenomenal.

There was no time for discussing the warm weather after the convention got really started.

Every one admits that the naked headed newspaper men added materially to the success of the convention.

It required an executive session to get the Committe of the Whole out of a hole.

During the banquet at the Grand Hotel a telegram was received from I. Latzar, wishing a uniform rate of enjoyment to all participants at the banquet.

A telegram was also received from Mr. Charles Fox, in which he gracefully accepted the office of secretary, and pledged his earnest effort on behalf of the association

The portraits of Messrs. Schuster, Newburgh, Meininger, Semon and Eisenberg are used by courtesy of the Cincinnati Times-Star.

The New National President

The fact that Mr. Sigmund Rosenwald has consented to assume the onerous duties of President of the National Cigar Leaf Tobacco Association has excited what may be called pleased surprise.

Mr. Rosenwald brings to the high office he has consented to fill uncommon fitness and great gifts Personally, no man in the trade is more popular than he. No one has a longer experience or is more in sympathy with the objects to which the Association is pledged. All the larger concerns of the cigar leaf interest are near to Mr. Rosenwald's heart. He is not only an excellent parliamentarian—he is a splendid fighter. He knows what the National Association stands for, and will uphold its cause in any arena.

The New National Secretary

Charlie Fox, as he is affectionately known to the members of the leaf trade of the United States and Cuba, will make a brilliant aide to President Rosenwald, and it goes without saying that he will make a very popular Secretary of the National Association.

Mr. Fox is one of the junior members of the long-established Havana leaf firm of F. Miranda & Co., of New York and Havana.

ABRAHAM ALI "DONE UP."

Oriental Tobacconist Garrotted and Robbed by Young Footpads.

Sergeant Patrick Leonard, of the Oak street station, is not quite sure this morning whether he dreamed an old dream last night about the Arabian Nights, or whether he really had an interview with a strange individual in the prosaic old station-house. This is his story:

"I was sittin' here as quiet as could be, thinkin' of nothin' in particular, when I noticed a queer shadow flickering up and down the wall. It was too early for June bugs and there were no flies around, so I stretched my neck and looked over the desk. There stood a queer looking little man with whiskers, stooping over until his head almost touched the floor. Then he straightened up. He caught me eye and I says.

"'What the divil ails you? What are you doin', anyhow?'"

"'I make salaam,' said the fellow.

"He kept on makin' salaams until he got up to the desk, and then he straightened up and got his chin over it, and says:

"'Effendi, is it that you, in your graciousness, will permit me to tell you a true tale?'

"'I will,' says, I, seein' that he was scared out of his wits.

"'Allah is good,' said he, 'and Mahomet is his prophet. I am Abraham Ali, and I am a dealer in the finest tobaccos that come out of the East, I would have you know, O mighty caliph.

"'After saying my prayers this night I walked for a space, and four ruffians set upon me at Water and James streets. Two seized me by the throat and two others took my money, which was $10. Then they tried to take my watch, but that I clung to—the chain is broken. Then they ran, and I came here.'

"'In short,' says I, 'they done you up pretty well?'

"Thou hast said it, Effendi; of a truth they "did" me.'"

Sergeant Leonard sent out Detectives Schmidt and Riley, and they returned presently with four boys. Ali, who lives at 102 James street, identified two of them as his assailants. The others were allowed to go. The two who were locked

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

MUTILATED TEXT

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old-Re-Sweated Cigar Leaf
Write for Prices.
Mount Joy, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty.
LANCASTER, PA.

Reduced to $2.50 per lb.
550 Times Sweeter than Sugar.
CLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

The Tobacco Trade Directory
AND READY REFERENCE
$1.10 By Mail
ADDRESS:
The Tobacco World Pub. Co.
224 Arch Street, - Philadelphia,
11 Burling Slip, New York.

up described themselves as William Sullivan, 16 years old, of 1 Oak street, a printer, and Lawrence Price, 16 years old of 100 Washington street, Brooklyn.—N. Y. Evening Sun.

New York Leaf Market.

Father Knickerbocker: "Tell me, Johnny on the Spot, what do you see in the market?"

Johnny on the Spot: "I see lots of ships coming into the harbor from Holland and from Cuba loaded to the guards with tobacco. I see the hustling truckmen hauling this merchandise from the docks, some of it to the Appraiser's Stores, and most of it to the bonded warehouses."

Father Knickerbocker: "And the leaf merchants and cigar manufacturers who utilize these tobaccos, where are they?"

Johnny-on-the-Spot: "They are sitting quietly in their offices jawing their salesmen."

Father Knickerbocker: "And don't they say a word about coming down to the market to buy leaf?"

Johnny-on-the-Spot: "Not a syllable that I can hear."

Father Knickerbocker: "Is everything dead then in the leaf market?"

Johnny-on-the-Spot: "Not dead; only rotten. Lots of orders for sample pounds, and a few for sample bales. But the star of hope is shining."

Father Knickerbocker: "Well, let's give thanks for the star."

Father Penn (sotto voce): "Here, too."

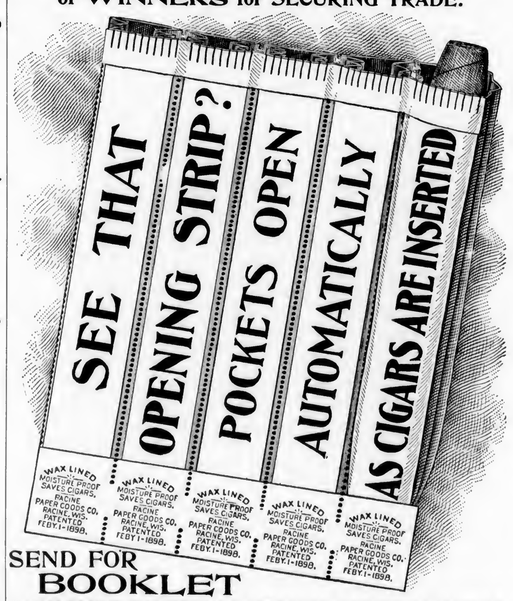
PHILAD'A LEAF MARKET.

The local market has not yet experienced any special activity this year, yet the results of April business show a more satisfactory increase than was generally expected. What little activity has been shown was in the line of force sweated leaf, but owing to an inadequate supply the volume of business was not so large as it would, no doubt, otherwise have been. Good wrapper tobaccos of the 1900 crop also meet with a ready sale and at good prices; but taken upon the whole the seed leaf market has been sluggish.

The Sumatra market seems to have been somewhat stimulated by the comparatively small quantity of domestic wrapper leaf that is available. Transactions are not particularly large but sample lots are more or less readily placed, and options secured on larger lots. Old goods are also receiving a fair share of attention.

The Havana market has been fairly satisfactory. Holders of desirable old goods are anticipating good business, in view of the short crop of new tobacco, and importers seem inclined to make no concessions of any kind

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR **BOOKLET**
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

FLORIDA IS FINER.

The Truth About the Shade Grown Sumatra in Connecticut.

One of the most successful manufacturers of 5 and 10 cent cigars in New York city, purchased a sample of the shade grown Sumatra raised in Connecticut last year and sold at auction in Hartford on May 1, and, having given it just such treatment as he gives to the genuine Sumatra, has this to say of it:

"Florida is finer, in every way finer and more trustworthy and also much less expensive.

"The government laid a golden egg for the farmers in Connecticut, all right, all right, but the farmers have not succeeded in raising Sumatra. Even the very best of it, and mind you, it was with the very best of it I made my experiment, is nothing more than a rather superior seed leaf, which does not compare at all favorably with imported Sumatra, and is not nearly so serviceable as the same type of leaf grown under shade in Florida or in Decatur county, Georgia, and the planters in the South did not have the aid of the Government's experts, either. It's a question of climate and soil, after all; and climate and soil in Decatur county, Ga., and in Gadsden county, Fla., are more generous to the tobacco raisers there than even our opulent Uncle Sam has been to the tobacco growers of Connecticut. But I have no doubt the Republican party at the next election in Connecticut will get full value for the work the Agricultural Department has done up there.

"It is the cigar manufacturer who is required to take all the risks of experiments with novel types of wrapper leaf, such as this shade-grown Connecticut is. The success in the market of the Florida grown leaf is ample proof that a high grade domestic wrapper leaf is able to command very high prices. We are as willing to dispense with the costly imported article as even the most rabid member of the New England Tobacco Growers' Association, but we are not going to return to seed wrappers, and that is all we would be doing if we unanimously made use of the shade grown Connecticut. We know that we are safe with the imported Sumatra, safe in every way, and we are also upon firm ground as to the wrappers grown in Decatur County, Ga., and in Gadsden Co., Fla. Prior to the McKinley year, under the 35 cent duty on imported tobaccos, we paid a little more for Sumatra than we did for domestic seed wrappers, and since the McKinley year we have not hesitated to pay $3 and over a pound, duty included, for our wrappers, but we are not going to pay $2.50 and $3, and more for the Sumatra grown under shade in Connecticut, not, at least, so long as we can get genuine Sumatra at about that price and excellent wrappers from the two Southern points I have named for less. If the tobacco growers of Connecticut deem that the prices obtained at the auction in Hartford on May Day fix forever, or at any rate, for the next few years, the selling price of their shade grown tobacco, I predict that the next tariff agitation will be for lower duties on wrapper leaf."

Sumatra by the Noordam.

The following consignments of Sumatra reached New York by the Noordam, the new Holland-America line steamer, on May 11:

	bales
A. Cohn & Co.	516
Brown Bros. (consignees)	224
E. Rosenwald & Bro.	130
Jos. Hirsch & Son	121
S. Rossin & Sons	115
Sutter Bros.	82
F. & E. Cranz	62
H. Duys, Jr.	55
Rothschild & Bro.	50
E. Spingarn & Co.	45
Laverge & Schneider	29
B. Hyman	17
Order	7

Hinsdale Smith & Co., Lewis Sylvester & Son and John H. Goetze each received one box of Sumatra samples by the Noordam.

Leopold Powell & Co. to Move.

Leopold Powell & Co., manufacturers of the successful "La Espina" and other clear Havana cigars, have outgrown their factory at 224 East 75th street, New York city, and are seeking larger quarters.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

E. H. NEIMAN, Thomasville, Pa.,
MANUFACTURER OF
HIGH GRADE NICKEL
Seed and Havana Cigars
The "EARL OF BATH"
Is one of our leaders. It's new and good.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

Established 1870 Factory No 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory
M. E. PLYMIRE, Proprietor,
Loganville, Pa.
Choice 5 and 10-Cent CIGARS.
Common Cigars furnished, if desired.

PEOPLE WHO "GET ALONG"

In the cigar business, as in every other, there are certain people, who, when urged to adopt a new method or install a new and improved equipment, shake their heads and think they can "get along" without it.

They do get along, but they get along toward the rear instead of the front.

It is much pleasanter to be progressive instead of going backward—and much more profitable.

The cigar business is no different from any other business in this respect—the man with the best facilities and the most modern tools gets more business and makes more money, and you can't stop him.

Take the DuBrul Dieless Suction Table for example; there is no question in the world but that this table is a time-saver and a money-maker without an equal.

We have been manufacturing cigar makers' tools long enough to know what we are talking about.

We say that no enterprising cigar maker can afford to be without this table a single day longer than it takes to get it in his place and set it up.

The Dieless Table is a wonderful improvement over all others.

The suction table itself is a distinct success, but heretofore the dies and rollers have been a serious objection and a constant irritation. They are always in the way, rollers constantly dull the dies and it takes a lot of time and work to keep the complicated mechanism going in proper shape.

We have removed every single objection to the suction table by removing the dies and rollers and substituting a circular knife which does much better work than any die ever could.

We have made the suction table practical and efficient.

We have placed it in a position where it can do good work all the time with no attention and we have made it so simple and easy to manipulate that operators are delighted with it and won't work on any other if they can help it.

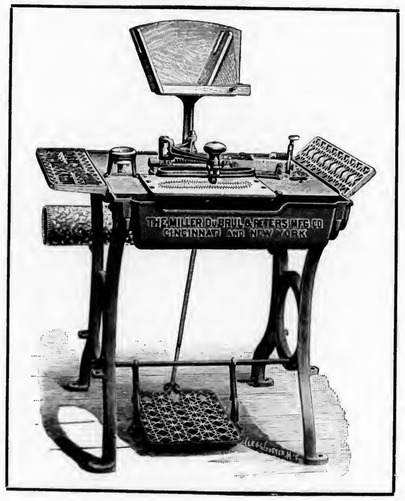
Don't try to get along without this table.

Don't delay writing us about it and we will give you a line of facts and figures that will make our position perfectly clear to you and convince you that we are right.

But don't forget that we can furnish you die tables, the best of their kind, if you still insist on having that kind of machine.

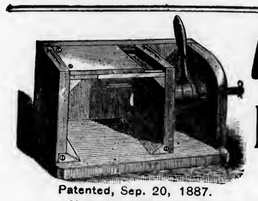
You can see both kinds in either of our offices.

Ask for our Booklet W. S., which gives complete information.

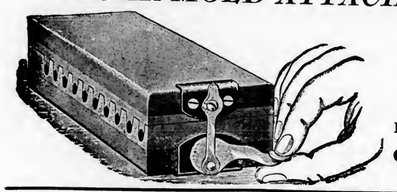


THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



Patented, Sep. 20, 1887.



A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*

Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

The Don Antonio Factory Moves.

Bock & Co., proprietors of the Don Antonio factory, have removed from Brooklyn to 133 Reade street, New York.

Bock & Co. are among the most progressive of the New York manufacturers of clear Havana cigars. Their brands are established favorites, and are constantly growing in popularity.

Herman Stein Settles.

Herman Stein, a leaf dealer of 187 Pearl street, New York city, finding himself embarrassed through the failure of Haas & Ullman, cigar manufacturers of 233 Broadway, and from other causes, has made an offer of settlement, through Mandelbaum Bros., his attorneys, of 20 cents on the dollar, and it is probable that this offer will be accepted by all of them.

Following is a list of creditors.

Henry Friedman	$1,000
Havemeyers & Vigelius	867
A. Cohn & Co.	772
Geo. V. Watson & Co.	677
S. L. Goldberg & Sons	620
Jos Mayer's Sons	323
L. Gershel & Bro.	319
John Leopold & Son	200
Hamburger Bros. & Co.	186

Trade-Mark Register.

Alfonso and Gaston. No 13,680.
For cigars. Registered May 6, 1902, at 9 a. m., by D. S. Erl & Co. Boyertown, Pa.

Elva. 13,681.
For cigars. Registered May 7, 1902, at 9 a. m., by W. H. Moll, Philadelphia.

REJECTIONS.

Ping Pong, John Mitchell, Nip and Tuck, Pickwick, Oliver Cromwell, Our Olga.

CORRECTION.

"Mon!ey," registered May 6, 1902 by E. E. Kahler, Reading, Pa., should have been "Monkey Brand."

SPECIAL NOTICE.

FOR SALE—Good corner Cigar Store with established box and retail trade of 15 years standing; suited for small manufacturer. Box 124, Care of The Tobacco World, Phila. 5-14

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Moravanna, Toe Toe, Foxy Kid, Imperial Crest, Clan, Patena, Harmonilla, Tirsenia, Leonilla, Augmenter, John Pintard, Holdfire, Isla Republicana, Montana Bill, American Peeress, Creeter, La Rosa Puerta, Don Isla, Don Porto, Charles Dickson, Robert F. Haines, W. G Stewart, Mamie Gilroy, Corse Peyton, Harry Bulgar, Jas. A. Young, Arthur Byron, Dore Davidson, Mabelle Gilman, Charles Arthur, Dan Mason, Al. Shean, George W. Day, May Edouin, Margaret May, Lillian Kingsbury, Clint G. Ford, Jessie Busley, Dean Raymond, Par-No So, Royal Arcanum Councils, Governor Taswell, Caprador, M. P. A. (Missouri Pharmaceutical Association), Starr King, Organizer of the Union, Canton Climer, $41 (Forty-One Dollars), Flor de Bautiste, Amneris, Nonus, El Surtidor, Special Tuck Cut, Vicario, Cleodoritas, Maj. David Ziegler, The Connie Mack, Elk's Puff, Frou Frou, Do Tell, Lone London (Hedden's Essex Park). Margaretha, Dominor Queen, Dr. Kost's Sanitary Cigars, Astran, Porto Rico Crackers, La Primero de Cuba, Wealand's Special, New York Ribbon, Atwater, A. J Sherret Cigar Co's Educator, Gambrinus, Oxford Twist, Armides, Cuban Gold, Grondavana, Moxemall, La Conscientious, 523, Green See, The San Juan Banner, Arteigarro, Vuelta Bueno, On Its Merits, Panama Exquisitos, Tupenny Tubes, Planta de Cuba, Planta de Havana, Cream of Havana, Lord Melbourne, Prairie Clover, Gen. John Frost, All American, Cuban Statesman, Bull Leader, Liberty Rose, Travella, Stamford Strength, Tobacco Hearts, Hearts Triumph, Summer Resort, Grand Salute, Amadora, Annadora, Saxet, Bangert's Resagos, P. O. S., Stamford Night Stick Cigar, Literary Digest, Nels Nelson, Mabel Pierson, Fall Festival, Pan American Mills, La Qualitas, Uncle Regor, Loyal Maid, Sea Wall, Jane Jones, Vote No, Vote Yes, J. Sterling Morton, El Pitirre.

Philadelphia has had another fire caused by smoking cigarettes. Another warning against erecting buildings in large cities.—Balt. News.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463 — ESTABLISHED 1871 — 1,000,000 PER DAY

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A La Mode Cigar Factory

C. E. LEBER, Proprietor — No. 1597

Our Special Brands:
La Especial—5c
King of All
Eagle
Cliff's Sports

HAVANA AND SEED **CIGARS**

Special Brands to Order. DELROY, PA.

D. B. GOODLING

Manufacturer of **CIGARS** Jobbing Trade only

Loganville, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

TRADE will Follow
the introduction of the

High Grade Seed and Havana CIGAR
Just Try It.
LA BUTA CIGAR CO.
Manufacturers,
YORK, PA.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in Leaf Tobacco
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED Leaf Tobacco
YORK, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Latest News from York, Pa.

If a private inspection could have been made of the books of dealers in this city this week, I am sure it would have been found that trade is improving with them. Such seems to be the general impression As much could be said of the manufacturers who exhibit a countenance indicative of good things when "quizzed" in this direction. It is a state of affairs entirely gratifying, following so closely the inactive period just passed. The largest sale of tobacco was made by Jacob Brillinger, who disposed of 100 cases.

R. R. Uhler has returned from his Cuban trip and is circulating amongst his friends here. Have you asked him for that solid Havana cigar?

Major Gillespie has returned from a successful trip among his western trade.

Messrs. Bear Bros., from Zions View are reporting favorable indications in their business. The "boys" speak with particular emphasis when describing the new article which they propose placing on the market. The label will be ready next week, under the title of "Essie," and is to be a 5c production.

Judging from the extent of the excavation being made for the Joseph Styles warehouse, the completed structure will be a credit to an enterprising dealer.

Trade in Reading.

Bonds for two cigar factories, Robert B. Jacoby, of Allentown, and Russell P. Bowman, 1040 Oley street, this city, were filed with Collector Cranston, and the factories will be put into operation at once. Mr. Cranston states that in his travels he has found all the cigar factories in his district busy, and that the trade is active elsewhere.

Collector Cranston was notified last week by Commissioner J. W. Yerkes of a new ruling, by which the fees formerly charged cigar and leaf dealers and tobacco manufacturers for registration have been discontinued. These charges ranged from \$6 to \$24. In the future, manufacturers register by the use of a goverment blank furnished, which must be sworn to before a notary.

Thieves entered the Jupiter Cigar Factory of P. K. Steffe, at Sinking Springs, and stole 5,200 of the "Jupiter" brand of cigars. There is no clue to the intruders, who entered through a rear window which they forced open. About a year ago Mr. Steffe was robbed of over \$1,000 worth of leaf tobacco. The cigars were in boxes, stamped but not cancelled. The police have been notified.

C. L. Scheffler is busy, and has put several additional hands at work. He has discontinued the manufacture of the "Shad," a nickel cigar.

Bitting & Hawk, are busy at present and have a large number of orders on hand. They have placed a new nickel brand on the market called the "Delmonico" which is meeting with success Several other new ones will be ready for distribution in a few weeks.

Allen A. Wolfskill, proprietor of the cigar store at 927 Muhlenberg street, has sold out and retired from that business.

Gumpert Bros. are running with a largely increased force of employes. The firm has been doing a very heavy trade since January 1.

E. E. Kahler is shipping daily consignments of his principal brands to various agencies throughout the United States. He reports trade brisk and steady. The factory is one of the busiest in this district.

H. S. Hossler, manager of the Bon Ton Cigar Company and the Continental Cigar Store, is exceedingly busy at present. He recently took possession of his new factory and store building at Ninth and Elm streets, and has fitted out the place in a handsome manner. The interior has been repainted and repapered. Handsome new shelving and solid oak cigar cases have been placed in position. The store proper is 20x43 feet. The factory is in the rear, where 10 hands are employed. Mr. Hossler's leaders are the "Continental Pride" and "Our Bouquet," both nickel cigars, and his 10 cent leader is the "Major General." Mr. Hossler ships most of his product to New Jersey and New York States. He was elected Commander General of the P. O. S. of A., at a convention held at Tower City about two weeks ago.

Great interest has been manifested by the cigar manufacturers here and the leaf tobacco dealers in the experiments made by the government in the raising of tobacco under cover. The result of the sale of leaf raised in this manner, which has just taken place at Hartford, Conn., was received by special dispatches by many of the Reading firms. A local leaf dealer said: 'Well, if that is the outcome of the government's experience, then there seems to be good reasons for farmers in this county and those adjoining to take up tobacco raising under cover. In Connecticut the soil is more sandy, it is true, and better adapted to the growth of tobacco, but conditions ought to be just as good hereabouts. There will doubtless be more attention paid to tobacco growing by Berks county farmers when they find that the venture may be made more profitable than heretofore. Many are now engaged in raising it."

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

A King V. Campaign.

TILLMAN & BENDEL'S ENERGETIC WORK ON THE COAST.

What Tillman & Bendel call a "campaign of consequence" has been begun by this energetic San Francisco house. They announced to the retail trade of the Pacific Coast recently that they would give 100 La Flor de Sanchez y Haya Reina Victoria cigars, the two for a quarter size, free of charge, with each 1,000 King V. cigars, purchased from them during the month of May.

This unprecedented offer has been conveyed by postal card to every general merchant, grocer, druggist, cigar and tobacco dealer, hotel-keeper, saloon man and fruit and vegetable, news and variety handler in California, Nevada, Oregon, Washington and Arizona. Alltold, 22,000 such postals have been sent out. The offer means exactly what it says. It is open to all without reserve or limit.

Gratuitous deals with cigars seem for a year past to have been the rage on the Pacific Coast.

Tillman & Bendel set the pace when, in March, 1901, they gave 5 pounds of Bull Durham smoking tobacco with every 1,000 King V's. Since that time this brand appears to have held its own on the Coast market without any gratis deal of any sort, but now that other manufacturers are offering extraordinary inducements, Tillman & Bendel have come to the front with their marvelous proposition. On the Pacific Coast the La Flor de Sanchez y Haya is "as staple as sugar," and every dealer readily perceives that a gift of 100 of them means an extra profit of \$12.50.

As many offers of not only a complicated but also of a deceptive nature have been made recently by various concerns, Tillman & Bendel have taken particular pains to make their offer clear and plain, in fact, they have done more than anybody has ever attempted heretofore, by printing an outright guarantee on each postal offering to cover all stocks in hands of dealers, if within twelve months they should make a more advantageous offer. Such a guarantee will appeal to conservative retail merchants, and it is generally predicted that the King V. will have a phenomenal distribution

C. H. Schmidt, manager of Tillman & Bendel's cigar department, says that dealers and the consuming public may always depend upon it that the superior quality and strict uniformity of the King V. brand will always be upheld, and that McCoy & Co., of New York, the manufacturers, and Tillman & Bendel, the Pacific Coast distributers, will spare no effort to keep this brand in the lead.

Three entirely new and especially designed posters, advertising the King V. brand are being placed in every city, town and hamlet on the Pacific Coast.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We have quite a long letter from an esteemed correspondent at Suffield, from which we copy the salient points: "Windsor is pleased with the success of the American Tobacco Company business. After an unusual busy season, business has been suspended at their warehouse, until next fall. During the winter the manager, W. R. Israel, has bought over 3,000,000 pounds of tobacco, representing about 7,000 cases. About half of this has been assorted and packed at the warehouse here, and the balance has been handled at Hockanum and Hatfield, Mass. The coming of the company to this town (Suffield) has been of much benefit to the growers in this vicinity, and many of them who were loud in their condemnation of the tobacco trust are now much pleased with its methods. They have received better prices for their crops. Mr. Israel has settled all differences arising at the time of delivery, satisfactorily, and the farmers are generally pleased with his management. Mr. Israel left yesterday for his home in Richmond, Va. He expects that there will be a large increase in the business at Windsor next season."

Northfield: "There are two or three lots of 1901 tobacco unsold; are being sorted and packed. There will be about the usual number of acres planted this season."

Sunderland: "Tobacco plants are coming up better this year than usual, and are growing fast. Some beds have them with leaves the size of a cent. All sold in town but four or five lots. Cyrus Hubbard is building a cloth-covered arbor, large enough for about three acres."

Hatfield: "Benjamin M. Warner and Alfred H. Graves are putting up shade for ten acres, as their tobacco fields adjoin. By doing it in company they save considerable expense. They will both raise about the usual amount in open. Warner eighteen acres and Graves thirty acres. John Carl is to have five acres shaded. John Betz holds five acres, Lewis Kingsley two acres, Thomas Nolan, George A. Billings

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

5 CENT BRANDS: Light House Buoy, La Calenteria, Casandra, Indian Pride
J. M. McGUIGAN
MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed & Havana
CIGARS
LANCASTER, PA.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana*, and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers: 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

and Leland Wight one acre each B M. Warner had 100 cases yet to force sweat April 26 ''

South Deerfield: Plants are growing finely. Will be ready for transplanting the bulk of the crop a week or two earlier than last year. Buyers are around after fillers at 4 to 5 cents. Of my packing of over 500 cases I have 293 cases running crops, the best of the lot, which from present indications, will be sold this month, as it is held at moderate prices, and such goods are wanted. Buyers frequently call for old goods, but very little can be found.''

Hartford, Ct.. ''The shade grown Sumatra sold the first of May was sold under difficulties. Certain parties who have persistently opposed its growing have used every endeavor to misrepresent its value. Yet the best sold at from $2.70 to $2.80 per pound, probably averaging not far from $1.75 to $2 a pound.'' —American Cultivator.

BALDWINSVILLE, N. Y.

A large percentage of the 1901 crop has been purchased; there are, however, a number of good crops still in the growers' hands. The market is quiet with but few buyers still in the field. C. E Dudley, of Meridian has been riding in this vicinity and is reported as having made a number of recent purchases. J. H. Mills is also still buying for his firm, Joseph Mayer's Sons, of New York. James G. Mayer, Jr., of this firm, has been registered at the Riverside and has been riding. Morris Rosenberg, of Philadelphia, was registered at the Seneca Tuesday and Wednesday, and is reported to have bought several good crops. Last Saturday J. H. Mills received two car loads for his firm, and on Monday took in 180 cases, shipping to New York. Lewis Sylvester & Son also shipped a car load to New York on Monday. At the warehouses the assorting has been finished, Lewis Sylvester & Son finished up this week. The plant beds are reported to be in good condition. The plants are a little backward on account of the cold weather, but they look hardy and are probably up to the average season.—Gazette.

MIAMISBURG, OHIO.

The busy buying of the new crop is over, and only occasional sales are now reported, at prices ranging from 8 to 11c through for Zimmer and 6 to 7c straight for seedleaf. Some older crops are still held by farmers.

Rehandling at the packing houses is reported as progressing satisfactorily.

The young plants are forging ahead, and the prospect for an abundant supply by June 1st is favorable.—News.

EDGERTON, WIS.

Judging from the large deliveries which have been made here during the week one would suppose that the tobacco had all been drawn from first hands, and yet buyers are still in pursuit of more in the growing districts.

The transactions in old goods are very few, about the only one to report is the sale of 136cs of a choice lot of 1900 which A. N. Jones of Janesville sold to an eastern firm. George McGiffin of this city has been sampling the lot this week.

Despite the fact that plant beds were slow at the beginning, there never was a time at this season when they looked so favorable as now, and an abundance of good healthy plants is assured.

Shipments, 400cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market this week took on the old time activity in large offerings and free sales at good prices for the better grades, of which there was quite a large quantity of Bremen and French styles, all of which seemed in unlimited demand as to quantity. The quality is far better than for many years. Packing never better, and prices no higher than for past five years. The trade realizing these favorable features were in for all that was offered, while Low and Common grades ruled as formerly in good demand. Had good planting season this week but heard of no planting as plants are too small yet.

Lugs—Low, 4 to 4½c, Com. 4¼ to 4½c; Med., 4½ to 5¼c; Good, 5¼ to 5¾c Fine, 5¾ to 6½c.

Leaf—Low, 5½ to 6c; Com., 6 to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 460 hhds; year, 6,960. Sales for the week, 660; year, 901, offerings, 456, rejections, 118.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 1,126 hhds.; offerings on the breaks, 834 hhds; sales 619 hhds.

With larger breaks better qualities and assortments were offered. The market was active but irregularly easier on most grades of Leaf. Lugs continue to be but a small proportion of the offerings.

The weather has been favorable for the plant beds, and there is an effort to make some small plantings, but cut worms are very numerous and damaging to the young corn plants.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

Liberman Suction Machine
The Cleanest Wrapper Cutter on the Market.

Latest Device for Cutting Wrappers Also aid in Shaping and Rolling Cigars. Nearest Approach to Hand-Work.

Simple and Practical in Construction. Operation Easy. No Streaks on Wrappers. No Torn Leaves. No Rocking Motion Smooth Table for Palm Rolling.

FOR ALL FURTHER PARTICULARS ADDRESS
THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
WE MAKE STRICTLY STANDARD QUALITY GOODS.
A Sample Order Will Convince You. Try It.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

NO COST to Get Complete Knowledge

Send for Particulars.
Free Instruction to Purchasers.
Have had twelve years of successful experience.

Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

LATE REVENUE DECISIONS.

Circulars in Smoking Tobacco Packages.

A manufacturer who desired to place in his packages of smoking tobacco a loose printed notice calling attention to his process of manufacture and merits of the goods, provided the notice would be independent of any premium or prize scheme, was advised that the last paragraph of section 10 of the act of July 24, 1897, had not been amended, modified or repealed by any subsequent statute, and expressly provides that none of the packages of smoking tobacco shall have packed in, attached to, or connected with them, anything whatsoever other than the manufacturer's wrappers and labels and internal revenue stamps; therefore, that manufacturers are prohibited from placing in any package of to bacco any loose circular, card, notice to dealers, or other printed matter, in violation of the statute and the Regulations, No. 8, Supplement No. 1, relating to the contents and marking and labeling of statutory packages of tobacco.

Sale of a Manufacturer's Stock by a Receiver.

In the case of the receiver of an insolvent manufacturer, who desired to dispose of a large stock of unstamped cigars, leaf tobacco and to bacco scraps to a qualified manufacturer at a different location, the Commissioner ruled that the cigars could not be removed from their present location until they had been properly packed and stamped, and that an unstamped stock of cigars could only be transferred to a successor in business at the same location, and under the same registered number, which was provided for by special regulation. The application as to the transfer of the leaf tobacco and tobacco scraps was granted, and the collector instructed to issue a special permit on Form 100 to enable the receiver to trans fer the same to a qualified manufacturer. Attention was called to the Regulations, No. 8, page 67, relating to the transfer of stock to a successor in business at the same location.

A Cigar Vending Machine.

The Commissioner recently passed upon a model of a cigar vending machine so constructed that three wooden boxes containing either 25, 50 or 100 cigars may be placed within the machine, one box being separated from another by a space of not less than 1½ inches, the upper case of the machine in which the cigar boxes are placed being provided with a glass front so constructed that each box of cigars may be officially inspected without unlocking the machine. As the machine conforms to the requirements in regard to the sale of cigars by vending machines from original packages, properly stamped, labeled and branded, its use was authorized, but the inventor was cautioned that the Commissioner's letter of approval must not be used for advertising purposes, nor so published as to make it an official endorsement of the machine, or as a recommendation for the sale of such machines, or their patent rights, and that any use made of such letter in the above connection will be followed by the withdrawal of the order of approval.

Adjustment of the Accounts of a Cigar Manufacturer in Case of Fire.

A collector who asked instruction in regard to the adjustment of the accounts of a cigar manufacturing concern whose factory, stock and books were recently destroyed by fire, was advised that it would be necessary for him to prepare a special abstract statement of the accounts of the manufacturers from January 1st to March 25th, the date of the fire, on Form 94, taking as a basis their inventory made on January 1st and their monthly returns on Form 72, rendered subsequently; further, that the company be required from the best knowledge obtainable by them to make a return on Form 72 for the period beginning March 1st and closing March 25th, in which they should show as accurately as possible the quantity of tobacco material received during that period and the number of cigars made during that time; also number of cigars sold, and the estimated quantity of material, and the number of cigars destroyed by the conflagration; and from this data the collector should be able to close the accounts of the manufacturers and relieve them of liability on their bond, unless he should find some marked deficiencies in their accounts.

Manufacturers, Leaf Dealers and Peddlers Must Register on and after July 1, 1902.

The Commissioner has advised collectors that though all special taxes imposed by the act of June 13 1898, on manufacturers of tobacco, snuff and cigars, and dealers in leaf tobacco, are by the act of April 12, 1902, repealed on and after July 1, 1902, every manufacturer of cigars, manufacturer of tobacco, dealer in leaf tobacco, and peddler of tobacco, is repuired by law (section 26, act of October 1, 1890) to register with the collector of internal revenue for the district in which such business is carried on, his name, style, place of business, trade or business, and the place where such trade or business is carried on.

A Whole Building on Broadway

less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES

MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Louis K. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

Form 277, "Return for Register," heretofore prescribed, will be used in making this return, and will be supplied to all such persons upon application to the collector or deputy collector. A failure to make this return will render such persons liable to a penalty of $50. The collector will, on receipt of this return properly executed, issue to every such person or persons so registered a "certificate of registry," which must be at all times conspicuously displayed in his or their place of business. Such certificates are not transferable.

When a new member is added to a firm a new registry will be required.

Persons required to register must do so on the first day of July next, and thereafter on the first day of July each year or on commencing business.

Collectors will furnish timely notice of the change in the law affecting manufacturers of tobacco, snuff and cigars, and dealers in leaf tobacco, placing in the hands of each a blank Form 277 early enough to enable such persons to render their return for register within the time required by law.

—

Exchange of Stamps on and after July 1, 1902.

The Commissioner has advised collectors that the act of April 12, 1902, provides that until appropriate stamps are prepared and furnished the stamps heretofore used to denote the payment of revenue tax on tobacco and snuff may, on and after July 1, 1902, be presented to collectors of internal revenue who shall receive them at the price paid for such stamps by the purchasers and issue in lieu thereof new or imprinted stamps at the rate provided by said act.

Each lot of stamps must be accompanied by a schedule of the stamps presented for exchange, setting forth in columns under appropriate headings the number of each denomination and the amount of cash paid. There should be presented with said stamps and schedule an order for stamps at the new rate of tax, specifying the denominations desired. The total value of new stamps ordered should be made to correspond as nearly as possible to the total value of the old stamps returned for exchange.

Where it is impracticable to order new stamps exactly corresponding in value to those returned, the order for such new stamps should be made for an amount slightly exceeding the value of those returned, and there should be transmitted or presented with such order cash sufficient to pay for the excess of new stamps required.

Upon receipt of stamps for exchange with a schedule and order as above provided, accompanied, when necessary, by money to pay for excess of new stamps ordered, collectors will have the old stamps counted, noting the denominations and value thereof on the schedule and issue to the owner thereof new stamps of equal value of those returned and the cash, if any, transmitted therewith.

The stamps returned for exchange together with a schedule giving the name of each person who returned the same, and showing in columns under appropriate headings the number of stamps of each denomination returned, the value thereof, the amount of cash, if any, received to balance exchange, should then be forwarded to the Commissioner by registered mail.

When stamps are presented for exchange, collectors must take a reasonable time for counting and examining the same, for preparing schedules, making entries, and completing all transactions pertaining to such exchange with care and accuracy. In order to prevent loss to the Government, and confusion and delay in the settlement of accounts, collectors should advise manufacturers to purchase as few stamps of the old issue as will meet their requirements until July 1, 1902.

Abe Gruber's Vicarious Smoke.

An impecunious constituent of Abraham Gruber called upon the latter at his office last week and requested the loan of a dollar. A two-dollar bill was the smallest the Colonel had. This he handed to the caller with the remark:

"Go to the cigar stand down stairs, get a fifteen-cent cigar, keep a dollar, and bring me the change."

In a few minutes the visitor reappeared, puffing contentedly at a cigar, and handed the Colonel 85 cents. Noticing a peculiar expression on Col. Gruber's face, he withdrew the cigar from his lips long enough to inquire:

"Did you mean that the cigar was for you or me?"

"Get out of here," was all Gruber could say.—New York Times.

BUSINESS CHANGES, FIRES, Etc.

California.

Bakersfield—Clifford & Maio, cigars; dissolved, succeeded by Charles Maio.

Los Angeles—Charles Spohn, cigars; succeeded by R. W. Kusser.

Connecticut.

Meriden—C. H. Stahmer, manufacturer and retail dealer in cigars; R. E. mtge. $125.

New Haven—Joseph Cohn, cigars; petition in bankruptcy.

Winsted—Wm. Martinez, cigars; receives warranty deed and gives mtge. $2,490.

Illinois.

Chicago—Adolph Berger, cigar manufacturer; petition in bankruptcy.—Harry Schiffman, cigar manufacturer; discontinued.

Iowa.

Keokuk—A. Kellmer, sold out.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
PLUG & SMOKING TOBACCOS & CIGARETTES.
WHOLESALE MANUFACTURER & JOBBER IN
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands: LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c, DURHAM, TROTTER SCRAP. For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros., Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

Kentucky.

Louisville—James Clark, leaf tobacco; dead.

Maine.

Belfast—O. L. Perry, cigar manufacturer; sold R. E. $1,000

Saco—Wm. J. Bradford, cigar manufacturer; chattel mortgage $1,000.

Massachusetts.

Boston—J. H. Dalton & Co., wholesale and retail cigars; damaged by fire.

Geo. W. Wilson, cigars and tobacco; discontinued.

Worcester—Allen Scarborough, cigars; chattel mortgage $500 canceled.

Michigan.

Detroit—Louis Meyer, cigars, etc.; judgment $236.

Minnesota.

St. Paul—J. M. Warner, cigars; satisfied R. E. mortgage $6,000.

New Jersey.

Belmar—J. L. Oliver, cigars; succeeded by Harry A. Skinner.

New York.

Brooklyn—Bernard Reichers, of Herman Reichers & Son, leaf tobacco and cigar manufacturers, dead.

New York City—Haas & Ullman, cigar manufacturers, petition in bankruptcy.

Rochester—S. T. Hess & Co., Inc., manufacturers of tobacco; R. E. mortgage $30,000.

White Plains—Clarence Horton, cigars; out of business.

Ohio.

Bowling Green—M. H. Brewer, cigars, tobacco, etc.; chattel mtge. $150

Cincinnati—Nathan Auer, cigars and tobacco; sued for $140.

Pennsylvania.

Lebanon—D. B. Long & Son, leaf tobacco and cigar manufacturers; R. E. mtge $5,000.

Schoeneck—Samuel S. Wiest, leaf tobacco; dead.

Scranton—Clock Tobacco Co., manufacturers of tobacco; removed to Hazleton

York—Lauer & Schneider, cigar manufacturers; dissolved, succeeded by J. George Schneider.

Rhode Island.

Providence—Rucabado Mateo, cigar manufacturers; removed to New York city

Texas.

Dallas—D. C. Morgan, cigars; transferred stock to local creditor.

Virginia.

Norfolk—M. Hoiheimer, wholesale tobacco and cigars; damaged by water.

Wisconsin.

Beloit—P. H. Cralien, leaf tobacco; warranty deed, $700——Charles Oliver, cigar manufacturer, R. E mtge. $800

Milwaukee—H. O. Frank Cigar Co., manufacturers; Inc., authorized capital $20,000.

Oshkosh—Christian Look, cigar manufacturer; deed $850.

PATENTS RELATING to TOBACCO, Etc.

699,437 Match machine; Senate Backus Pittsburg, Pa.

699,480 Tobacco pipe; Allan K. Bowman, Pittsburg, Pa.

699,259 Cigar tray; H. A. Trenholm, assignor to C. G. Page, Chicago, Ill.

699,607 Cigar machine; Jasper S. Winget, York, Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

MUTILATED PAGE

E. A. CÁLVES & CO. IMPORTERS OF ‹C› HAVANA 123 N. THIRD ST. PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

OF

PENNSYLVANIA and **HAVANA SEED** of the **1900 Crop**

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere

Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

MUTILATED PAGE

Volume 22
no. 21
Missing

THE

TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 22.

PHILADELPHIA, MAY 28, 1902

TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We Claim for our

FLORIDA SUMATRA WRAPPERS

that they *Are Superior* to those offered by others.

All Torn Leaf and Poor Colors are excluded from our high grade tobaccos, and all hands in any one package are **Absolutely Uniform in Length, and in Color.**

If you send for Samples, you can satisfy yourself that our goods are not alone *The Finest* in the market, but *The Cheapest.*

A Perfect Imitation of Sumatra.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD
& BRO.

Packers

Importers

and

Exporters

of

TOBACCOS

145
Water Street,
New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXII.—SALESMAN TO THE HAJ.

By JOHN E. SUTTER, of Sutter Bros., Inc.

His bones lie bleaching on the sands of the Sahara. If not his bones, then those of some one of his brothers, murdered by the Bedaween as he trailed faintly behind the caravan, or stricken with fever and abandoned to his fate by the other pilgrims in the cold-blooded Oriental way. But he got to his point of destination anyhow, and if not he, then one of his brothers aforesaid.

I am speaking of the most unique commercial traveler in the world; of the tobacco salesman who each year accompanies the haj on its journey to the holy cities of Mohammedanism. His mission is purely one of trade. The religious exaltation which possesses the other pilgrims does not animate his breast. His eyes are not aflame with an eagerness to look upon Medinah or Mecca, but his breast is fired with the prospect, certain to be realized if he can only reach a certain point in his journey about two days this side of Mecca, of realizing upon his merchandise a profit to make all other tradesmen gasp, if not with envy, at least with amazement.

The most peculiar part of this traveler's experience is that, as he values his life, he dare not permit any of his fellow wayfarers know of the contents of the pack on his camel's hump, for tobacco upon the haj is a commodity so desirable that very few Mohammedan pilgrims will hesitate at murder to obtain it. Therefore, our tobacco traveler packs his merchandise into as small a compass as possible, piles upon it and about it a quantity of orts and ends of every imaginable and obtainable kind, and himself affects a character and a bearing that do not in any manner or in the least degree suggest the trade. He usually toils after the caravan, in the very rear file, perhaps, among the very poor, so that none may guess his errand. And, oh, the weary tramp across those endless sands! So different to a trip in a Pullman car from New York to Chicago! No funny stories to beguile the way. No pretty girls to flirt with. No downy couch to go to after a good dinner in the dining car. No meditative cigar in the "high-ball" room. And worst of all, as it is strangest of all, no customer to hypnotize. That makes his case all the more remarkable. The tobacco salesman to the haj is in every sense a commercial traveler and nothing else, yet he is like the commercial traveler of western lands only in the one essential that his business in undertaking his journey is to sell his goods. And he is unlike the commercial travelers with whom we are familiar in this other particular, that if he can get to his market he may demand for his goods any price he chooses to ask with the certainty that it will be forthcoming. That is what keeps him alive during that horrible trip.

MR. JOHN E. SUTTER.

His reason for keeping the purpose of his presence in the caravan a profound secret, I have already explained. He has reason to dread being murdered. But he has other reasons. If his fellow travelers didn't murder him they would laugh at him for being such a fool as to think of selling tobacco—a most abundant commodity in Mohammedan lands this side of Suez—to fellow travelers each of whom is careful to provide himself with a supply sufficient, as he thinks, to last him to Mecca and back again. But our salesman knows that this is a case where the majority is mistaken. There have been salesmen going with caravans to the holy cities in Arabia ever since tobacco was known to the Faithful, and the unanimous testimony of each of these, handed down as a tradition to all who follow in their path, is that it somehow unfailingly happens that by the time the caravan reaches the little oasis two days this side of Mecca, every pilgrim's tobacco box is as empty as that of the "ould man" in the song who "had no tobaccy, nor tobaccy could he beg." The supply just runs out. Used up, or wasted, or stolen, what does it matter? It's gone, all gone, and then comes our salesman's harvest, if only he is alive to garner it. And if he isn't, then the man who found him murdered takes his place and appropriates the usufruct. But we will suppose him arrived safe and sound, and with his merchandise intact. Who so lordly as he? Oh the oriental dignity of him! Oh the fawning and cringing of which he is the centre! Fancy, the only man among 20,000 tobacco lovers—starved and clamorous for tobacco—who has tobacco to sell! There's a picture.

And how he chooses and picks his customers. First shall come the Emir in charge of the Sultan's mahmal. Make way for my lord. The Emir's full hands are soon empty of gold, but, blessings on the Prophet, his hubble bubble is once more alight. And next the lords of lesser degree, and then the rest down to the last man who has any money to spend for tobacco.

Do we of the United States know anything of high priced tobacco? Listen. I am told that the regie of Bosnia-Herzegovina manufactures a cigarette tobacco for which the Shah of Persia and the Sultan of Turkey, besides a few millionaires in their respective dominions, pay $75 a pound. I am told that the regie of Portugal gets $50 a pound for the snuff which Pope Leo and some mandarins in China affect.

Well, our salesman to the haj, once his market in the oasis is gained, does far better than that. If you desire to estimate the sums he receives for the tobacco he has come so far and run such dangers to sell, just ask yourself how much Ugolino in his famine tower would have been willing to pay for a beefsteak, and you will be able to make a pretty fair guess.

And, then, after all his tobacco is sold and the gold and paper money safely bestowed, do you think our salesmen must wait until his soul takes flight in the course of nature before he is able to enjoy the delights of his Mohammedan paradise? Not he. He knows there is still a slave market in certain Turkish cities, and in Turkey the beauty of the ladies of the Caucasus is still well advertised.

—

Next Week—Chapter XXIII:—"How Tobacco Bought Our Liberties," by H. Bamberger, of L. Bamberger & Co.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

D&T

Established 1825

L B S **LEWIS BREMER'S SONS**

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN ITALY TOBACCO HAVANA

K. STRAUS A. LOEB

122 North 3rd St.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTED HABANA and SUMATRA

DEALER IN LEAF TOBACCO

1642-44 N. Eleventa St. PHILADELPHIA.

REGISTERED.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

Segar Store Suggestions.

A Memorial Day Window.

Perhaps, of the special window decorations which are based upon special days, none arouses more hallowed memories or excites stronger emotions than the Memorial Window. May 30, viewed in one sense, is the saddest day in our calendar. Viewed in another, there is an exultation, an inflation of pride, difficult to describe, but probably felt by practically everyone in a greater or less degree. Both emotions have their proper places, and exert a powerful influence upon the actions of individuals.

The successful window decorator seizes upon these emotions, and endeavors to construct a trim which will either excite or intensify them. If he can do this he can safely claim to be a master in his art and can bring about important results from his efforts.

There are some fundamental rules to be remembered in making up Memorial trims. Get as far away from the mourning feature as you can. Even though war is horrible, and many, many hearts ache, there is, after all, something higher and nobler to be excited than tears and sorrow. While every decorator should respect the feelings and the griefs of those who gave their friends to the god of battles—sacrifices on their country's altar— they should attempt, without making the object unpleasantly obtrusive, to arouse the nobler spirit which looks upon such sacrifices as the noblest of all acts.

Accordingly, leave out the mourning emblems, the graves, the tombstones, the draped banners, the memorial inscription. Substitute for them the martial objects which will arouse the patriotic sentiments of everyone who sees and will even cause the friends of the dead to feel that those who sleep gave not their lives in vain. Upon this basis is every nation founded, and upon this sentiment rests the patriotic impulses of all men.

Use the flag as lavishly as you can. Cover the back, the sides and top of your window with the national colors. Festoon them in dignified form across the front and gather them into artistic folds wherever they will add to the appearance of your decoration. Do not, however, cover the floor of the window with them. They were not made for a carpet or to be trodden under foot.

The center of the window can be occupied by two figures clasping hands, denoting the union of the Blue and the Gray. They should be dressed in the regulation uniforms, and should be large enough to be easily understood, or should be proportioned to the size of the window. They can be girded with swords or not, as pleases you best, but probably it is quite as well to leave them off, since all weapons are supposed to have been laid away forever.

In different corners can be stacked the muskets which are now useless forever. Make these groups as realistic as circumstances admit, and whatever you do, or do not do, put away all thought of mourning. If there was ever anything to rejoice over it is the final, permanent reunion of the Blue and the Gray, and the larger fact for which it stands.

Place your goods in the window in a dignified manner. No aimless piling, but an artistic arrangement, which by its very dignity shall be in keeping with the sentiment you wish to excite. Cigars, attractive tobacco jars, some of your finer grades of pipes, and similar goods are the best things to use in this connection. Do not overcrowd, and do not, under any circumstances, forget the great meaning of your decoration. If you do this, you will have a handsome trim, one that will attract attention and one that will sell goods.

A mourner is a poor buyer. One filled with the patriotic spirit is likely to purchase abundantly. Accordingly, the more you cultivate the latter sentiment the more goods you will sell, and the greater will be your benefits directly and indirectly.

Stolen Sweets.

I never smoke a cigarette
But comes the recollection
Of one who—I can see her yet—
Could make them to perfection.
A pretty girl, with laughing eyes,
And mouth most kiss-provoking.
A rosebud! In that rosebud lies
The reason for my smoking.

Around each small tobacco roll
The memory still lingers
Of her and of the time I stole
The first one from her fingers.
She made some comment on a dunce,
Then laughingly she beckoned
For more tobacco, and at once
Began to roll a second.

Between her dainty finger tips
She fashioned it to please me;
Then held it to her rosebud lips
And lighted it to tease me.
"Now, possibly you may steal this,"
Said she, "you've grown so foxy."
I did, and got a rosebud's kiss—
A kind of kiss by proxy.

—Felix Carmen, in The Smart Set.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Taylor & Stinson's
Wardelo
REGISTERED.
PHILADELPHIA
Best Five Cent Cigar Made

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
103 North 2d St. Philada.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

CIGAR BRANDING INDENTING, MARKING and STAMPING MACHINES. Gold and Silver Imprints, also Designs, shown on ashes of cigars only.
Any Machine or Device to Protect Your Brand.
YOU NEED THEM. WE MAKE AND SELL. WE RENT THEM at **10 cents** per week.
We make to order **Copper Dies in Blocks,** any name, **30 cents each.**
Dotted or Plain Copper Letter Dies, 10 cents each.
Write to THE UNIQUE CIGAR MACHINE CO., Cincinnati, Ohio.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

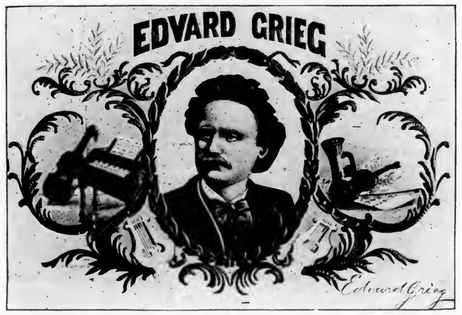
MAY 28, 1902.

FREE CUBA.

Tuesday of last week Cuba Libre unfurled her flag as a free people. In leaving the government of Cuba to its people the Federal authorities find relief and satisfaction in the fulfillment of every obligation, not only of national friendship, but also of social order and commercial interest.

For many a year the Republic of Cuba will be burdened with a heavy public debt. But even this condition is fleeting and transitory in a land so richly endowed by nature, and the Cubans need not fear to enter at once upon the struggle for private and public rehabilitation. Liberty, which brings high rewards in its train, brings also obligations and duties which none may evade or deny and remain free.

We have given to the Cubans a free country, a government of their own choosing, and a flag that is unsullied.



The Edvard Grieg Label.

Nickel Leader Made by J. A. Mayer & Bros., York, Pa.

Some time ago the large and well-known cigar manufacturing firm of J. A. Mayer & Bros. decided to place upon the market a modern nickel cigar that truly possessed rapid selling qualities in both material and workmanship. They happily chose the name of Edvard Grieg a musician and composer of international fame, as a brand that was destined to be welcomed among the numberless brands already in the field for popular favor. The selection of this title was indeed a happy hit, and to that, together with the quality of the goods, its success is rightfully attributed.

The Edvard Greig is a high grade nickel product, made up in several sizes. The packages are all highly artistic in make-up, inclusive of the label, which is from the lithographic plant of Emil Steffen, New York.

The label, which is reproduced herewith, carries the portrait and autograph of Mr. Edvard Greig.

The firm of J. A. Mayer & Bros. has been established for many years, and operates one of the largest factories in that section of the state, now having on the market many successful brands.

A New Aguey-Naba Hanger.

The new hanger for the Aguey-Naba brand of high grade Porto Rico cigars, manufactured by Mr. Sola e Hijos at Caguas, P. R., for which captain M. E. Flaherty, of New York city is the general United States agent is uncommonly artistic. It is from the presses of Schmidt & Co., well-known label lithographers of New York city.

The Aguey-Naba brand is handled in New York city, by the Waldorf-Astoria Segar Co.; in Philadelphia, by Duncan & Moorhead; in Boston, by Waitt & Bond; in Detroit, by Lee & Cady; in Minneapolis, by George R. Newell & Co.; in San Francisco, by Rinaldo Bros.; in Savannah, Ga., by J. Pinkussohn & Co.; in Rochester, N. Y., by D. J. McLennon, and in Buffalo, by Philip Becker & Co. These goods are giving uniform satisfaction to smokers of high grade cigars.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HEER."
Joseph Hirsch & Son
8. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The National Flower.

CINCINNATI, May 24, 1902.

DEAR MEDICINE MAN:

Do not you agree with me that the tobacco plant depicted upon the Rookwood loving cups bestowed upon the diners at the recent trade convention banquet in this city, is the most artistic presentation of this flower ever given? To my view it is so successful, as a picture, that it inspires me to ask you if you do not think the American people would do well to adopt the flower of the tobacco plant as the national flower? Every once in a while, and as recently as last Sunday, in the New York Sunday Times, some flower lover writes to the papers suggesting that one plant or another be chosen by Americans just as the English long ago chose the rose, the French the fleur de lys, and so forth. The writer in the Sunday Times, whom I have just mentioned, advocates the claims of the sun flower I myself am able to see no beauty in the sun flower. It is big, it is obtrusive and insistent, it has no commercial value; in short the selection of the sun flower, in my judgment, would be grotesque.

Now, the flower of the tobacco plant is modest and pleasing to the eye, the plant itself is one of the greatest of wealth producers, and I am quite sure that if every flower lover in America could but see one of those wonderful Rookwood loving cups, he would vote for my choice which, I am sure, dear Mr. Medicine Man, is also yours. M. E.

THE ANSWER.

If not the flower of the tobacco plant, then the Indian's paint brush. I know each flower well, and if the selection of a national flower were left to my casting vote I should hesitate long between them. My people have known both longer than the white man has known them. The tobacco flower stands for much glory in American history, for very many of our most cherished traditions cling around it. It is native only to our soil, and a protege of every other land on earth. It is, as my correspondent very justly observes, a modest blossom, for all it tops a tall conspicuous plant. If the choice of the American people in such a matter as this were to be dictated alone by gratitude, there can be no doubt they would vote to a man for the tobacco flower as the national emblem, because, as I have said, our national treasury and the development of commercial genius here owe so much to the tobacco plant.

The flower as we behold it on the loving cups from the kilns at the Rookwood pottery, is in truth, the most successful picture of the tobacco plant ever painted. It is not only an exact representation of the flower, but, what is far more remarkable, it is an idealized picture as well. Only one of the very greatest artists at Rookwood could have painted it. It would tend, in my opinion, to help along the art education of the people, could but these Cincinnati loving cups be distributed to every household in the land. And were the pictures thus disseminated among the American people, which is, of course, an utter impossibility, and were a vote for a national flower thereupon to be taken, it is likely that the flower of the tobacco plant would be chosen, as my friend hopes.

But let me say a word or two about the merits as a national emblem of the little known Indian's paint brush. The flower of the tobacco plant would be distasteful to many women who dislike tobacco, and in a matter such as this the women would have to be considered. I think the ladies, one and all, would love the Indian's paint brush. It is a plant about one foot high, with small slender leaves of a somewhat brilliant green, and the flower itself is a very intense red. The Indian's paint brush grows in marshy places, and is common on the meadows of New Jersey. Children sometimes call it the scarlet bloom. It is, I believe, a distinctively American species.

In selecting either flower the American people would be making no mistake. THE MEDICINE MAN.

What is Sin?

The Homiletic Review tells of a pastor who was preaching to children. After impressing upon their minds that they must be saved from sin, he asked, "What is sin?" A bright little boy, six years old, replied, quick as thought, "Chewing, smoking, cursing, and tearing your pants."

The States from the Cigar Man's Point of View.

XLV.

OREGON.

In its love of cigars Oregon is the sister of California, and if Portland were as large a city as San Francisco, and with as many buyers of fine cigars as San Francisco has always possessed, she would be one of the greatest consumers of imported cigars in the whole United States. The taste of the cigar lovers of Portland, like that of the cigar lovers of San Francisco, was formed prior to the civil war, when the only cigars to be bought in San Francisco or in Portland came from Cuba. This fact accounts for the present universal popularity in Portland and the other cities in Oregon of the clear Havana cigars made in Tampa, or Key West, or New York, or Philadelphia, or Chicago, or New Orleans. Every prominent manufacturer of clear Havana cigars in the United States has or claims to have, an outlet for his brands in Portland upon which he can always count, and one of the very first points to which the ambitious young manufacturer turns, who has still a reputation for his goods to make, is Portland.

The eastern manufacturers whose brands have an established vogue in Portland speak of the cigar jobbers of that city in terms of enthusiastic approval all the time, and all writers for the tobacco trade press are as familiar with the names of the large jobbers of Portland as though they were household words —they hear them mentioned so often, and always in terms of such extraordinarily high commendation. The business ability of these far western wholesalers of cigars is so well advertised by their friends in the east that it is a marvel some of them do not open branches in other sections of the country, for that is the only manifestation of enterprise they have not yet given. Possibly we shall not have to wait long for them to do so, now that the suggestion has been given them.

It is obvious, of course, that the prosperity of the wholesale cigar trade of Portland would not be so great or so constant as it is if the smokers who buy their cigars were not numerous and of a very high average in point of wealth, for poor men cannot buy clear Havana cigars right straight along, at any rate, and it requires a well-lined stomach to do justice to the full-flavored clear Havana cigar. Possibly the wide-spread demand for clear Havana cigars, alike in California and in Oregon, is attributable to the fact that every city on the Pacific Coast possesses a number of excellent restaurants whose rule is moderate prices, and where fine wines of domestic production figure on every bill of fare. To think at a distance of a dinner at one such restaurant is to conjure up a vision of a dinner in France out of one of the elder Dumas' novels and to put an excellent cigar between the teeth of each gormandizing actor in the story. You know Dumas serves up some gorgeous feasts in his novels. Well, the good dinners to be had in the restaurants of California and Oregon are real, the wines are as good as those of France, the cigars are five hundred per cent. better than are usually obtainable in the restaurants and cafes of Paris, and the people who eat the dinners, drink the wines and smoke the cigars are connoisseurs of everything that the cultivated human taste can crave. The viands and the wines are cheaper than the cigars, for the viands and the wines are grown at home, whereas the cigars have to travel long distances before they reach those who love them so well. But they get there just the same. Laus Deo!

Wanted, a Cheroot.

Independent Jobbers in New York Form an Alliance in Pennsylvania.

Ever since the purchase of the Roth, Bruner & Feist business by the American Tobacco Co. which was announced in The Tobacco World just four weeks before it gained publicity in any other weekly or daily journal, the independent jobbers in manufactured tobaccos of New York city have been trying to get a new cheroot. The War Eagle was the only cheroot these jobbers handled and now that it has become the property of the American Tobacco Co., they have no alternative but to get a new cheroot or to buy the War Eagle of the Metropolitan Tobacco Co., which is the distributing arm for Greater New York, of the American Tobacco Co.

Propositions have been made by these jobbers to one of the largest manufacturing concerns in Pennsylvania by the terms of which they guarantee to handle its cheroots on the express condition that the Pennsylvania house will enter into a contract and give a bond to the effect that it will not sell out to any other concern during the next three years.

T. J. Daly on the Road.

T. J. Daly, representing Dohan & Taitt, the big Philadelphia leaf house, in New England, New York State and Baltimore, started out for a visit to his trade in the Empire State on May 22. While in New York city he made his headquarters with broker Sam Seymour.

F. ECKERSON & CO.

255 N. Third Street,

Philadelphia,

WILL SELL

'99 Newburgh's Zimmer

in Grades to Suit Manufacturers;

Are Holders of the

Finest and Lightest

1900

CONNECTICUT

WRAPPERS

AND ALSO OFFER THE TRADE

The Very Best

HAVANA

TOBACCOS

at the

Lowest Prices.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

F. GARCIA, BRO. & Co.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.: R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

What to Do to be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

Conditions in the cigar and leaf trades are changing all the time, and the cause of it all is said to be the competition of the great cigar manufacturing syndicate of New York city.

The leaf dealers and cigar manufacturers who are already rich enough to live upon the interest of their accumulated capital; the middle sized man in each trade who is youthful and ambitious and who has fortune to make, and the small man who is only a little better off than the leaf peddler or the cigar maker working at the bench for wages, all these, and many scores of thousands of other persons beside, regard the big syndicates, some with awe and apprehension, and all with interest.

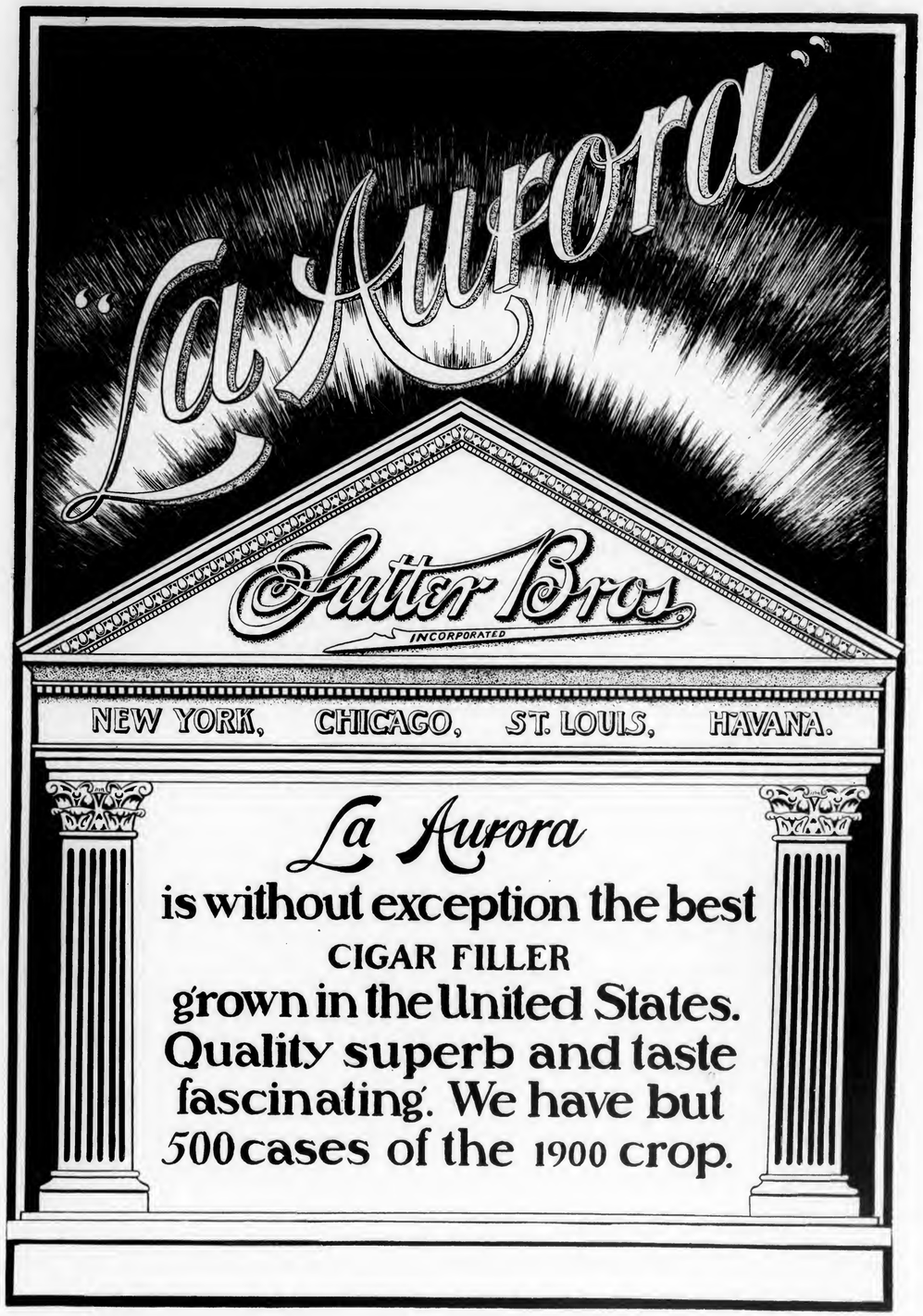
Admittedly, the problem before the independent leaf dealer is to keep his customer, the cigar manufacturer, in business, while the task before the cigar manufacturer is to keep himself and his brands afloat. It is only when conditions in both these trades are healthful and normal that all concerned are contented. Those who are longest associated with the leaf trade or the cigar manufacturing industry of the United States, and who are therefore best able to form a cool judgment, say that the time will never come when the tobacco trade of the United States will be in the hands of a single corporation, like one of the European regies. At the same time they admit that the great syndicates are at present producing enormous quantities of cigars each, while getting ready to increase their manufacturing facilities in every possible way. Every cigar made by either of these syndicates over and above the total number made by all its constituents prior to the consolidation, is just so much taken from the producing capacity of other manufacturers. But the fact must not be overlooked that the enormous amount of advertising done in every section of the United States by the syndicates, while helping their own business, tends directly to increase the general consumption of cigars. It is literally true that as the result of keeping cigars conspicuously before the eyes of the people "those now smoke who never smoked before, while those who always smoked now smoke the more." Neither must it be forgotten that it is by no means to the profit of the syndicates to have their advertised brands sold at retail below the advertised price.

As buyers of leaf tobacco, whether in the United States, in Holland or in Cuba, the great manufacturing corporations are most welcome to the tobacco growers, because they pay liberal prices and never "dock" or kick. Besides, of course, they buy enormous quantities. Fortunately nature is so bountiful of tobacco, and crops recur so frequently, that no "corner" in cigar leaf tobacco need be feared.

And this brings us to the beginning of the solution of the problem of what to do to be saved. The more years people spend in solving the problem the more surely will it be solved, for to keep a-going, is in a nutshell the whole matter.

Cigar manufacturers are numbered by the thousand on the books of the internal revenue collectors throughout the country. Cigarmakers we have by the ten thousands, cigar brands by scores of thousands. The total number of dealers in cigar leaf tobacco in New York city, in Philadelphia, in the cities of Lancaster and Bucks counties, Pa., in Cincinnati, in Chicago, in St. Louis and other centers cannot exceed 2,000 all told. Almost every one of these seeks to live and prosper through the prosperity of independent manufacturers and the manufacturer can prosper only if he can hold his own trade.

Besides their capital, the two great assets of the big syndicates are brains and industry. Whatever they do is done with intelligence and with all their might. Now every man who is in any way in business has some ambition, some intelligence, and if he hasn't any capital of his own, has credit which amounts to the same thing. To utilize capital or credit wisely, to keep ambition well within leash, and to persist in cultivating natural intelligence in every possible way, and to direct it all to one purpose, namely, the purpose to get on in the world, is the surest way to achieve success. And then, keep cheerful. Don't let your customer forget you. Find the leaf dealer who is an honest man, fortunately most of them are that, learn all that he knows about domestic cigar leaf, or Cuban or Sumatra leaf, and some of them know a lot; employ this knowledge and all other auxiliary knowledge in the conduct of your business, and you need not fear the fate of the pitiable people of St. Pierre, Martinique, for no



E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

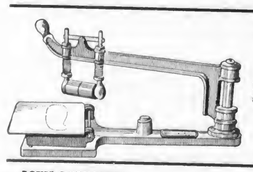
GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

THOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS,
IMPORTERS OF
Havana, Sumatra
AND DEALERS IN
Seed Leaf Tobaccos.
177 PEARL STREET. NEW YORK.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

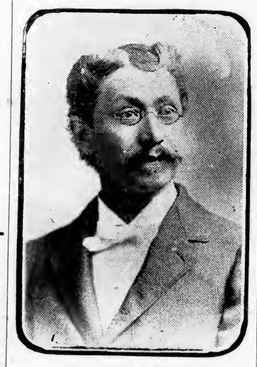


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM,
Lancaster, Pa.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant.
308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Mount Pelee of a cigar manufacturing syndicate will ever smother you beneath an eruption of cigar ashes from its own belching crater.

Incidentally, you can help to keep cheerful by reading The Tobacco World regularly, and by studying its advertising columns.



Mr. JOHN STAUN,
Secretary of the Seed Leaf Tobacco Board of Trade, of Cincinnati.

The 7-20-4 Wins New York.

The 7-20-4 seed and Havana cigar, manufactured at Manchester, N. H., by Roger G. Sullivan, and for which the aggressive firm of Mangels & Hillman have just been appointed the distributors for Greater New York, is making its way not only into the mouths but into the hearts as well of many thousands of New Yorkers who still love the old fashioned seed and Havana cigar.

The 7-20-4 is being handled with ability by Mangels & Hillman, and Mr. Sullivan is aiding them by his thoroughly up-to-date methods of advertising. Not only are the readers of the daily newspapers of New York city kept informed of the name and the merits of this brand, but some very novel and taking modes of advertising it in cigar stores, in clubs, cafes, etc., are being utilized. This work is more directly in charge of Mr. William Richards, of 136 Water street, who is Mr. Sullivan's personal representative in New York.

An especially attractive and useful medium for bringing the 7 20 4 literally under the eyes of cigar lovers is the new wood fibre cuspidor which is being distributed from 136 Water street. The top of the cuspidor presents the name of the brand in conspicuous blue letters upon a white ground.

North Carolinians Dine.

The annual dinner of the North Carolina iSociety took place at Delmonico's, Fifth avenue and 44th street, New York city, on the evening of May 20.

Hon. W. W. Fuller presided. Among those who responded to toasts were Hon. F. M. Simmons, Hon. Jeter C. Pritcherd, both of whom represent North Carolina in the U. S. Senate, and the veteran General Matt. W. Ransom. U. S. Senator Arthur Pugh Gorman, of Maryland also addressed the diners. Among those at the dinner were: James B. Duke, Benjamin N. Duke, C. C. Dula, R. B. Dula, R. L. Patterson, W. L. Walker, Charles K. Faucette, Junius Parker, W. H. McAlister, J. B. Cobb, H. W. Cobb, Otis Smith, George A. Helme, S. W. Helme, George B. Hutchings, R. M. Hutchings, Charles E. Halliwell, H. D. Kingsbury, M. J. Condon, J. Peterson, Charles C. Allen, Col. Frank Ray, J. D. Stagg, Durham, N. C., and others.

The dinner which was thoroughly enjoyed, wound up with the singing of that stirring old melody "The Old North State."

Adolfo Moeller's Beginning in New York.

It is just three weeks since Don Adolfo Moeller opened his New York city branch at 161 Water street. Carlos M. Wintzer, Jr., his representative in the United States, says that during that time he has disposed of 300 bales of Havana and he considers that a remarkably good beginning.

Ysidro Pendas' Vacation.

Don Ysidro Pendas, senior member of the great clear Havana cigar manufacturing firm of Y. Pendas & Alvarez, of New York city and Tampa, sailed for a vacation trip to Europe on the Kaiser Wilhelm der Grosse on May 21.

H. Duys, Jr's. Vacation.

H. Duys, Jr., the great Sumatra importer of New York city, sails with his wife and daughter, for a vacation trip to Europe, on the Potsdam on May 31.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

'QUAKER CITY'S BUDGET.

BRIGHTER PROSPECTS IN PHILADELPHIA.

Some improvement has been shown in the local trade during the past week. The larger cigar manufacturers are all well filled with orders; in fact, one of the very largest is at present nearly 1,000,000 oversold. A representative of this house who quite recently returned to this city from a business trip, stated that the only difficulty which he had to contend with was in keeping the trade satisfied with the quantity of goods which he could promise them, but which in many instances was not nearly so many as had been desired. He was obliged to limit the quantities promised for future deliveries owing to the fact that enough goods could not be turned out by his house in the time they were desired, even with the present extensive facilities, and intimated that it was just possible that an additional factory would be soon opened.

He also gave us to understand that from his personal observation he firmly believed that every cigar manufacturer of an established reputation, and whose goods had been at all popularized by good live advertising, could go out at the present time, and secure sufficient orders to keep him running for many months.

"There never was a time" continued he, "when a cigar of merit could be so readily sold as at the present time," but with me it was not a question of how many were wanted, but how small a quantity could the customer get along on."

In view of the desultory reports received for some weeks past the above comes as an encouraging bit of news, and from a person of the highest repute and standing in the trade.

DIFFICULTY AT COUNTRY FACTORIES

About fifty cigar makers employed at a country factory of a Philadelphia firm of cigar manufacturers went on a strike some days ago.

The factory foreman had been in the habit of giving out a supply of tobacco for a days work in the evening, to each cigar maker, upon whom then fell the necessity of keeping it in good working condition for the following day. To this the cigar makers objected, and entered a strenuous protest to the foreman, who acquiesced, and promised them supplies of tobacco as needed, and then advised the proprietors of his action. The proprietors were not well pleased with this action by him, and instructed the foreman by wire that he must return to the old methods. The foreman did as he was told, and a strike has resulted.

The proprietor has been advised by fellow manufacturers, that they thought it would be mutual advantage to accede to the demands of the cigarmakers in that instance, and he will probably do so, which would settle the strike.

CIGAR DEALER A SUICIDE.

Wm. Davenport, sixty years old, a cigar dealer at 122 Rector street, Manayunk, hanged himself on Friday morning last. He had been drinking heavily of late.

Davenport has lived in Manayunk for forty-five years, and is well-known there. He was a veteran of the civil war, having served in the 192nd Pennsylvania Volunteers and was a member of Post 12, G. A. R.

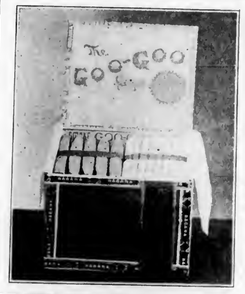
WILLIE SHEPHERD IS A HAPPY PAPA.

We have it on good authority that on Saturday May 17, Wm. F. Shepherd, of Samuel Shepherd & Son, cigar and tobacco jobbers at 1520 Market street, was presented with a 14 pound boy, a typical Shepherd. Mr. Shepherd is one of the most popular of the younger men in the trade and has been the recipient of many congratulations.

The little fellow is very apt and it said that he is already figuring out schemes and trade discounts, which are causing his father and "grandpa" many sleepless nights. What a comfort he will be when he gets older.

CIGAR SALESMAN ADOPTS THE STAGE.

Many of the friends of C. Harvey Roedel, who for some time was head city salesman for Jeitles & Co., the cigar manufacturers, will be surprised to learn that he has decided to return to his former vocation. Mr. Roedel has been specially engaged to play a part created for him in the piece called "Youth." His reappearance will be at the Girard Avenue Theatre during the week of June 2.



Here's A Trade Tonic
A 3-cent Cigar of Superior Quality.
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples.
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be promptly supplied by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy Baltimore, Md.: Ed. Wischmeyer & Co.

A CRESSMAN FACTORY ROBBED.

The Tylersport, Pa., cigar factory, of A. R. Cressman's Sons, was robbed of about $250 worth of Sumatra tobacco, one night last week. The thieves gained an entrance through a cellar window.

A lot of stamped cigars which were in the building ready for shipping were not touched.

DEATH OF RETIRED TOBACCO MANUFACTURER.

Edmund H. Frishmuth, a former member of the old and widely known tobacco manufacturing firm of Frishmuth Bros. & Co., at 151 North Third street, Philadelphia, died last week, of nervious prostration, at his late residence, 1732 Chestnut street, Philadelphia, at the age of 58.

Mr. Frishmuth was born in Philadelphia in 1844 and after receiving a thorough training he became actively engaged in business at the early age of 22, and became associated with a brother, John C. W. Frishmuth in 1867 under the firm name of Frishmuth Bros. & Co., engaged in the manufacture of tobacco. Owing to failing health, however, he had not been actively participating in the affairs of the firm for several years, and on January 1 last retired from the firm. He was a member of the Union League and other prominent institutions, and is survived by a window and one daughter.

ELK CIGAR STORE CHANGES HANDS.

The retail cigar store of the Elk Cigar Co., at Tenth and Columbia avenue, has been sold to M. J. Ryan, who is already operating two stores, the principal one being at Fifth and Girard avenue.

HERMAN ROSENBERG'S EXCITING EXPERIENCE.

Herman Rosenberg, of the Matanzas Tobacco Co., of 163 North Second street, had a narrow escape from possible injury during the eruption of Mt. Pelee, at Martinique. Mr. R. had been traveling through the Bermudas and had left Barbadoes on May 8th, one day late of scheduled time, and to this good fortune he may owe his life. The Roraime which preceeded the Korona on which Mr. R. was sailing was completely destroyed, and all on board save ten out of 68 lost their lives.

T. J. DUNN & CO. INCREASE FACILITIES.

T. J. Dunn & Co. have again increased their factory facilities, by opening a new place at Lebanon, which is progressing favorably.

Mr. Henry Heymann, the head of the house, has lately returned from a satisfactory trip through the Middle West. The sales of the firm's goods are increasing at a rapid rate and their new brand of fine Havana cigars—Dunoro is being received in the leading cigar centres with much satisfaction.

The firm is now also placing on the market a brand of little cigars under the title of Robert Mantel, which are designed to retail at 10 for 15 cents.

NEW ADORNMENT FOR PENT BROS.

Pent Bros. have just erected a new sign over the Chestnut street store extending the entire width of the building making a very attractive appearance.

H. M. WEAVER AGAIN IN HARNESS.

H. M. Weaver, head of the old established house of H. M. Weaver & Son, has returned from a two months stay at the Sea Shore, much benefitted in health, and is again occupying his usual place at the store.

Mr. Phelps, of R. H. Fishburne & Co., tobacco manufacturers at Roanoke, Va., was a visitor at Weaver & Son's establishment this week. He is visiting the trade in the interest of their Natural Leaf smoking tobacco for which H.M.& S.are the general distributors here.

ROMATICO NOW HERE.

M. J. Dalton has received his invoice of his new clear Havana called Romatico, a private brand made specially for Mr. Dalton's trade by a Key West Factory. It is made up in fifteen sizes and was put on the market on Saturday last.

NEW SIGNS FOR SPANA-CUBA.

Coane & Patterson are distributing some new styles of signs on the Spana-Cuba 5c cigars. They are of oval shape, lithographed on tin in eight colors.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Jas. Yocum, of Yocum Bros., Reading; Victor Lopez, of Trujillo & Co., New York and A. Van Baalen, now with E. A. Kline & Co, New York, have been visitors in Philadelphia this week.

IN THE LEAF CIRCLES.

LEAF DEALERS LOOKING CHEERFUL

The leaf dealers are looking much more cheerful this week with the slight improvement which the trade has experienced.

Oscar G. Boehm, of Bremer Bros. & Boehm, is among these. He returned from up the state last week with orders aggregating 160 cases Wisconsin tobaccos.

L. G. Haeussermann is also happy after a short visit to Baltimore, where he did quite nicely.

Charles Hipple is wearing a 7 by 9 smile he is so tickled with a new lot of Connecticut wrappers which Hipple Bros. have just received.

JOHN B. HEIL CO'S NEW SALESMAN.

The John B. Heil Co. has engaged Martin H. Myers as an additional salesman. Mr. Myers makes his first trip for this house up the state this week.

LATE ARRIVALS OF HAVANA.

E. A. Calves & Co. have just received 270 bales of Havana tobaccos, representing a portion of the purchases of fine goods made by Mr. Dominguez while recently in Cuba.

GEO. W. NEWMAN IN THE WEST.

Geo. W. Newman, of Young & Newman, who is still in the west is reported to be doing quite nicely. J. E. Plummer, of the firm's selling force, is also said to have done nicely in New York city last week.

F. ECKERSON & CO'S OFFERING.

The announcement of F. Eckerson & Co. on page 9 of this issue should be carefully read. Mr. Eckerson refers particularly to his stock of 1900 Connecticut wrappers, which represent some of the lightest and finest crops grown. Their holding of choice "Newburgh Zimmer" are also bound to attract attention, while their Havana tobaccos are such as could be purchased only by the most discriminate buyers and excellent judges of tobacco quality. Their announcement is certainly well worth perusing.

FREYER & EISENLOHR TO DISSOLVE

The announcement that the extensive leaf tobacco packing firm of Freyer & Eisenlohr was to be dissolved came as a surprising rumor last week, but it was not until yesterday that the news was confirmed by the firm.

The dissolution will take place in the near future, or as soon as the pending transactions are completed, after which the business will be continued by Mr. Henry T. Freyer.

Mr. August C. Eisenlohr will associate himself with the well known cigar manufacturing firm of O. Eisenlohr & Bros., of this city.

LEAF TRADE VISITORS.

Among the week's visitors are Ed. Sommers, Quakertown, M. Bauml, with I. J. Schoener & Co, New York; G. F. Schnath, with Schroeder & Arguimbau, New York; Wm. Newgass, of Newgass & Greenhut, New York, and W. E. Gheen, Antis Fort, Pa.

PHILAD'A LEAF MARKET.

The inactivity of the local market, which was of several weeks standing, has been somewhat relieved during the past eight days. A large volume of business could have been done had the supply of such tobaccos as were sought for been larger. As compared with the corresponding week of last year, the leaf market this year is about as good as it was a year ago, and it at least promises to become somewhat livelier very soon; in fact, a change for the better is believed to have already set in.

Sumatra is not specially spirited, yet comparatively fair. Sample bale orders are more or less plentiful, with an occasional good-sized sale following.

The Havana market is satisfactory, generally speaking. Manufacturers now seem to want at least a moderate supply of desirable leaf.

EXPORTS.

Liverpool—9 tons leaf; 250cs. plug.
Antwerp—91 hhds. leaf.

Florida Sumatra Wrappers.

The attention of the readers of The Tobacco World is courteously directed to the advertisement of Schroeder & Arguimbau on the first page.

The advertisers guarantee that all torn leaves and poor colors are excluded from their high grade tobaccos and that all hands in any one package are absolutely uniform in length and in color.

Louis P. Sutter Coming Home.

Louis P. Sutter, of Sutter Bros., Inc., who has been attending the inscriptions in Holland for his house, sailed for home on the Kronprinz Wilhelm on May 21.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

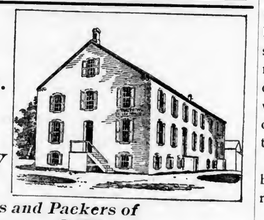
EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line
of Pennsylvania R.R.



E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up to date

CIGAR MOLD SHAPES
and everything in the line of Cigar Manufacturers' Supplies that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. PHILADELPHIA, PA
Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

The Indispensable Selector.

One of the large clear Havana cigar manufacturing concerns in New York city was thrown out of gear one day last week through a desertion by one of its selectors. The house employs four selectors and just now is panting for breath in its efforts to keep up with orders. The selector who abandoned his job in this particular factory was "pinched" by a rival manufacturer who offered him larger wages than he had been receiving. Capable selectors are few and very hard to replace. Consequently, for a few days at least, the output of the boss who had been left in the lurch by one of his four selectors, was curtailed just twenty-five per cent.

A new selector has been found, however, and now the factory is running smoothly once more.

In the Spanish shops the selector, "rezagador" is the man who apportions the wrappers according to size and general fitness. He is supposed to have a good working knowledge of Havana leaf and a great deal depends upon his judgment, for loss may easily be incurred should he apportion wrappers wrongly. A good selector earns from $20 to $25 a week.

The selector has nothing whatever to do with the finished cigar. In the Spanish shops the man who attends to this work is call either "escojidor" or "amarrador."

Visitors to the New York Leaf Market.

Among the visitors to the New York leaf market last week were: H. Dolinsky, of H. Dolinsky & Son, leaf dealers of Philadelphia, John Burschel, cigar manufacturer, of Scranton, Pa, George A. Pell, cigar manufacturer, of Rochester, N. Y., S. L. Johns, the big leaf packer, of McSherrystown, Pa., and Fred. Buschman, leaf packer, and P. H. Keife, of Noble Bros. & Co., leaf packers, both of Westfield, Mass.

Joe Straus is Back.

Joe Straus, a leaf salesman well and favorably known to the trade in Philadelphia and New York, returned on the Pennsylvania on May 23, from a fourteen months' sojourn in Germany. He expects to be in harness again soon.

The B. Newmark & Kleiner Company.

The Businesses of the two well-known New York city cigar manufacturing firms of B. Newmark & Co., and E. Kleiner & Co., have been consolidated under the style of The B. Newmark & Kleiner Co. with headquarters at 320 and 322 E. 63d street.

The new house will continue to manufacture the famous Red Book nickel brand and the clear Havana cigars heretofore manufactured by E. Kleiner & Co.

Fred Witsch Dead.

Frederick A. Witsch, son of Micholas Witsch, chief of the stock label department of the American Lithographic Company, died at Jersey City, N. J., on May 17 of typhoid fever, aged 29 years.

The deceased was for a number of years in the employ of the American Lithographic Co., but had latterly been in business on his own account as a designer. He was genial and many friends will mourn his untimely death. He was interred in the Hoboken cemetery on May 20.

Sumatra by the Potsdam.

The steamer Potsdam, reaching New York from Rotterdam on May 25, brought the following consignments of Sumatra:

	Bales.
American Cigar Co.	881
A. Cohn & Co.	74
E. Rosenwald & Bro.	61
United Cigar Manufacturers	60
Jos. Hirsch & Son	54
L. Schmid & Co.	25
S. Rossin & Sons	25
I. Holzman	20
	1,200

Holzman & Rosenberg Fail.

Holzman & Rosenberg, leaf dealers at 254 Pearl street, New York, have failed. Following is a list of their creditors:

J. J. Steindler & Bro.	$700
Elias Bach & Son	600
L. Spear	500
M. Frank's Sons	319
S. L. Goldberg & Sons	300
Max S. Held	200

A meeting of the creditors of the firm was called for the afternoon of May 24, but only three of them thought it worth while for them to attend. It is likely that an effort will be made to throw the insolvent firm into involuntary bankruptcy.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Garcia & Co.

The trade is advised under date of May 17, that the long established leaf firm of Campano, Garcia & Co., of Monte 199 Havana, has been dissolved by mutual consent and that the business of the same will be continued at the same place, under the style of Garcia & Co., by Messrs. Manual A. Garcia, Juan Campano. Norberto Cueva and Charles Fox.

New York Leaf Market.

Low water mark in the "Metrollopus."

The Keystone Label Case.

TO THE TRADE:—It has come to our notice that Julius M Cohen, who trades under the name of the Boston Co operative Association, is again sending intimidating letters to our customers, representing to them that he is the owner of the name or brand "Keystone" as a trade mark, and threatening them with proceedings, to prevent the use of that name upon cigars not of his manufacture. We have given notice to Mr. Cohen that if he persists in this course, we shall have an action brought by our attorneys for the purpose of enjoining him from making this unfounded claim, and thus doing us harm in our business in "Keystone" labels. In order to show the justice of our position and to assure our customers that they can use the labels manufactured by us, we state the following facts:

In April 1901, Mr. Cohen brought an action against the firm of Hummel & Co., of Binghamton, N. Y., demanding an injunction against them, restraining them from the use of the name "Keystone" as a trade mark for cigars, and likewise demanding that they be enjoined from the use of certain labels which he used on his cigars. As our company had furnished these labels, we at once took up the defence of the suit, and upon a motion for preliminary injunction which the plaintiff made, proved to the Court by an overwhelming mass of evidence that the name "Keystone" was not the plaintiff's trade mark, but had been used by us and others for more than fifteen years past, and that we had, undoubtedly, the right to use it. It was also proved that there was not the slightest foundation for any claim of imitation of the labels used by Mr. Cohen. The Judge who heard the motion decided as follows:

"It is quite clear that the plaintiff has not acquired an exclusive right to the use of the name 'Keystone' as a trade mark, and the allegation of unfair competition is without satisfactory proof to support it Motion denied, with costs."

After Mr. Cohen's claims had been thus disproved in open court, the plaintiff's attorneys proposed that the case should be discontinued, to which we refused to consent, as we wanted to have our rights established by a trial of the case on the merits. We gave notice of this intention to Mr. Cohen's lawyers, but they made a motion in court for leave to discontinue the case against Hummel, and the court granted their motion upon payment of all the costs and disbursemets of the suit, which were thereafter taxed at $118.36 and paid to us. Being the defendants in the case, or standing in the place of the defendants, we had no means of compelling the plaintiff to prove or try his case, but we have made every effort to have the plaintiff verify the extravagant claims which he made in his publications at the time when the suit was started. We are ready at all times to prove our right to the word "Keystone" and to protect every one of our customers against these unjust attacks which are now repeated by Mr. Cohen, and request all the parties receiving such threatening letters to send them to us, so that we may protect the interests of our customers.

It is with reluctance that we go into print in this or any other matter, but since Mr. Cohen was unwilling to test his rights in the suit and substantiate his claims at a time and place where he had full opportunity of doing so, the only course left open to us is to tell the trade

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS — American Lithographic Company — CIGAR LABELS
CHICAGO. NEW YORK. CINCINNATI.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order. Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler, 2 for 5 Cts.
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

STAR OF TRADE CIGAR
Quality Commends THE Star of Trade CIGARS
Manufactured by
A. W. ZUG,
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
Daily Capacity 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

and our customers that his claims are unfounded, and his attacks against them not made in good faith.

Respectfully,
AMERICAN LITHOGRAPHIC CO.

Old Havana-American Co.

Hon. W. J. Magie, Chancellor of New Jersey, on May 19, handed down an order in the matter of the dissolution of the old Havana-American Company. The court asked upon the motion of Isidore Hernsheine, Sol Rosener, Eugene Vallens, Edward Manrara, Harry S. Rothschild, William J. Seidenberg, Ernest Ellinger, Remigio Lopez, Trujillo and William H. Brearley, trustees on dissolution. The matter had been heard by Vice Chancellor Pitney.

The order of the court is that on June 9 next, the holders of the common stock and the holders of preferred stock whose shares have been fully paid, shall appear before the court in Jersey City to show cause, if any they have, why the prayer of the trustees for the dissolution of the company shall not be granted.

At that hearing the $10 000 fee of Einstein & Townsend, and Hornblower, Byrne, Miller & Potter will probably be paid as the trustees have recommended.

The court will also then determine what disposition is to be made of the sum of $10,360.55, the share of the assets of the old Havana American Co., to which Sigmund Rosenwald is entitled by reason of his ownership of 100 shares of its preferred stock, and which he has heretofore refused to accept.

LANCASTER GOSSIP.

There has been quite a calm after the activity of the two or three past weeks, during which several thousand cases changed hands. But it is rumored that some more good sized transactions are now pending.

Some driving through the country sections is yet being done; but many buyers report that a very small amount of tobacco remains in the hands of growers.

There is every indication a of good acreage of tobacco being set in Lancaster county this year.

Late reports indicate a general improvement in cigar manufacturing in this section.

The Lebanon manufacturers are having a fair business. The D B Long & Son factory, the largest in Lebanon, is running a full force on regular time, and shipments are quite steady, although only one regular traveling salesman is now being required. There appears to be a steady demand for the products of this factory.

The Lebanon Cigar Manufacturing Co. is also having a fair trade on its regular brands.

The jobbing trade of Hauer Bros. is keeping up to the standard of volume, and is one of the largest in that section of the State.

Latest News from York, Pa.

There are great quantities of cheap cigars to be had for the purchaser's price throughout the county. Scarcely a day passes by which does not witness manufacturers endeavoring to dispose of cigars. This condition, it is hoped, will soon be reversed.

Albert Bayler, of the Paragon Cigar Co., has returned from an extended tour through California and other interesting places.

Thursday was a busy day for M. Engle, of Lancaster, who received, in this city, a large amount of tobacco which was loaded on cars and will be subsequently packed in Lancaster for Sutter Bros.

Will C. Jackson, who until recently was connected with Jackson & Leber, Delroy, Pa., reports very favorably regarding the leaf tobacco business in which he is now engaged.

Mr. Bailey, of G. Bailey & Bro., Germantown, O., who made his initial trip to this vicinity this week, was very favorably impressed regarding the outlook for future business transactions in this neighborhood with his packings of fancy Zimmer's and Dutch.

Several days during the week witnessed a great many tobacco men registered at the hotel in Red Lion, Pa.

Some time during Friday night thieves entered the cigar factory of A. T. Heltzer, of Tilden, this county, and stole 1,000 unpacked and unstamped cigars. The thieves secured an entrance by cutting out a pane of glass and opening the latch. They were evidently in a hurry to leave as they dropped a number of the cigars upon the ground outside. Thus far the thieves have not been apprehended.

Among the visitors to York were Mr. Falk, of G. Falk & Bro., New York, who, by the way, disposed of his entire stock of tobacco which he had with him in a large trunk, to the first dealer he encountered on arriving in the city. J Waterman, with Max Gans & Co, and Eddie Alexander, with J Gans & Co, both New York houses, were also here this week.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Monterey, City of Washington, and Seneca.

CIGARS	cases
Acker, Merrall & Condit, New York	38
B. Wasserman, New York	28
Park & Tilford, New York	25
G. S. Nicholas, New York	21
Waldorf-Astoria Segar Co., New York	13
S. S. Pierce Co., Boston	10
Reymer Bros., Pittsburg	7
Grommes & Ulrich, Chicago	7
Duncan & Moorhead, Philadelphia	7
G. W. Faber & Co., New York	5
M. Blaskower & Co., San Francisco	5
Calixto Lopez & Co., New York	5
Geo. K. McGaw & Co., Baltimore	4
Estabrook & Eaton, Boston	4
M. A. Gunst & Co., San Francisco	4
Sprague, Warner & Co., Chicago	3
J. Waguer & Son, Philadelphia	2
D. Frank & Co., Boston	2
C. B. Perkins & Co., Boston	2
E. Atkins & Co., Boston	1
Codman Cigar Co., Boston	1
Thompson & Leavitt, Boston	1
Faxon, Williams & Faxon, Buffalo	1
L. G. Deschler, Indianapolis	1
M. H. Mayer's Sons, Chicago	1
Total	202
Previously imported	3,069
Imported since Jan. 1, 1902,	3,271

LEAF TOBACCO	bales
American Cigar Co., Petersburg, Va.	851
Lichtenstein Bros., New York	421
E. A. Calves & Co., Philadelphia	270
E. Hoffman & Son, New York	235
Waitt & Bond, Boston	141
Weil & Co., New York	103
J. F. Davenport, Boston	83
J. Brand & Co., New York	67
J. Bernheim & Son, New York	63
Sartorius & Co., New York	50
Sutter Bros., New York	41
O. Malchow & Co., New York	37
J. Lichtenstein & Co., New York	30
Schroeder & Arguimbau, New York	26
F. Miranda & Co., New York	25
Sutter Bros, Chicago	25
J. Leopold & Son, New York	24
S. Ashner, New York	21
J. Friedman & Co., Chicago	21
G. Falk & Bro., New York	20
S. Rossin & Sons, New York	20
L. Friedman & Co., New York	16
Starlight Bros, New York	14
Newgass & Greenhut, New York	12
C. Vega, Chicago	12
M. Stachelberg & Co., New York	11
S. L. Goldberg & Sons, New York	10
J. Merfield & Co, Baltimore	10
Rothschild & Bro., New York	10
J. P. Castaneda & Co., New York	9
Yocum Bros., Reading, Pa.,	9
Loeb-Nunez Havana Co, Philadelphia	5
S. G. Ruth, New York	5
B. F. Fox, New York	4
F. Alvarez, Cincinnati	3
Calixto Lopez & Co., New York	2
Total	2,706
Previously reported	49,274
Imported since Jan. 1, 1902,	51,980

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

MOLDS and Cigar Factory Implements of every description, for sale cheap; also, private labels. 417 E. 76th street, New York city. 5-2t

CUBAN well experienced in cigar factory desires a position as foreman; best of reference. Address Box 128, Care of The Tobacco World. 4-9-tf

SIXTEEN DAISY SUCTION TABLES in good order, for sale at low price. Address SUCTION, Box 130, care of The Tobacco World, Philadelphia. 3-19

M. D & P. CIGAR BRANDING MACHINE in complete working order, for sale cheap Address I. LIBERMAN & Co., 225 South Fifth St., Philada. 3-19

WANTED — Broker to handle Cheap Goods, ranging from $8.50 to $12 per M. Commission only. Address Box 122, Care of The Tobacco World, Philadelphia. 5-21-2t

FOR SALE—Good corner Cigar Store with established box and retail trade of 15 years standing; suited for small manufacturer. Box 124, Care of The Tobacco World, Phila. 5-14

FOR SALE.—Good Wholesale and Retail Cigar and Tobacco Business, with a good established trade. Address Box 134, Care of The Tobacco World, Philadelphia. 13-12

WHEN IN NEED of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

FOR SALE CHEAP—100,000 cigars, by manufacturer discontinuing business. Well-known brand, retailing at five cents. Address MANUFACTURER, Box 131, care of The Tobacco World, Philada. 3-19

EXPERIENCED tobacco man, holding position as in- and outside salesman for many years with one of the best houses in the trade, desires to change. References. Address NICOTINE, Care of The Tobacco World, 11 Burling Slip, N.Y.

FOR SALE CHEAP—300 Interlocking Sieves, 3 ft. by 3½ ft., 400 Frames, same dimensions, and a Shirk Scrap Cutter (power). Write or call.
C. G. HERR,
5-28-1 227 N. Cherry St., Lancaster, Pa.

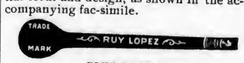
CIGAR BOX MAKERS — We have 5,000 Mortised Brands, 200 fonts of Wood and Paper Type, and Cigar Box Machines for sale. Let us know your wants. LANCASTER CIGAR BOX CO., 515 N. Cherry St., Lancaster, Pa. 5-28-4t

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

OFFICE OF RUY LOPEZ CA., Pure Habana Cigars, 20 Fulton Street, New York.

TRADE NOTICE.

WE HEREBY GIVE NOTICE that we have originated and adopted as a trademark for cigars, a cigar band of original and peculiar form and design, as shown in the accompanying fac-simile.



BLUE BANDS

And we give further notice that we shall vigorously prosecute all infringements.
RUY LOPEZ CA.
Dated March 1st, 1902. 3-19-10t

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

OUR NEW FACTORY is in excellent running order
Good Tobacco and Workmanship and Clean Surroundings go to make up the **Good Cigars**
Now ask some smoker of **ENOUGH SAID.**
CHIEF RABBAN 10c.
WYOMING ELK 10c.
LADY MAR 5c.
NICKNAME 5c.
Penn Cigar Company,
Reading, Pa.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

BALTIMORE BREVITIES

The wholesale dealers in this city have lately been complaining some what of trade. At present, however, some little improvement can be noted.

Some of the retail dealers report a fair trade, while with others it is comparatively quiet.

Several of the larger manufacturers are well filled with orders, while some of the smaller ones are contemplating the adoption of the Union label on their goods, believing that it would help their sale, which would no doubt be true among the laboring people, while in the finer cigar establishments in the business section it would probably make little or no difference.

C. H. Klemm & Son, who have been for many years on N. Calvert street, are having a fair trade, which at present is increasing.

A short time ago Freeman Bros. & Co. placed a new cigar upon the market, in the shape of a clear Havana filler retailing at five cents. It is made under the title of "Manuel Nebo," and has already gained a strong foothold in parts of Ohio, Indiana, Illinois, Georgia, Virginia and South Carolinia, and also in the East. In fact, the factory is over-sold on this particular brand.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices. **Mount Joy, Pa.**

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Steuernagle & Newell,
2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,)
Are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Late News from Cuba.

The market was quite active this past week; over 10,000 bales have been sold, principally Remedios, first and second Capaduras, and the tendency is strongly favoring a rise, owing to diminished stocks on hand, and also owing to the shortness of the new crop and for which high prices are still being paid in the country.

In new crop Remedios, pending the arrival of the rainy season, everything is yet at a standstill and no operation will take place until then.

Vuelta Abajo

Pinar del Rio—Advices say that tobacco seed is plentiful this year.

San Luis—Manuel Sanchéz (Praviano) bought for Campano, Garcia & Co. the extra fine vega of Domingo Martinez in Barbacoa; Simon Canelo bought 5,000 bundles of Francisco Cruz at $40 per quintal.

San Juan y Martinez--The famous vega "La Higuera," of Benjamin Brito Dominguez is being assorted and selected now to be packed, and the H. de Cabanas y Carjal factory has started an escojida of about 400 bales.

Consolacion del Sur—One of the best packings this year, it is said, will be made for the Flor de Suarez Murias factory and which, through their buyer, bought around the neighborhood all suitable crops to be selected in this town.

Luis Lazo—Complaints of the extreme dryness are general. This prevents buyers from looking at the tobacco even, as the leaves are so brittle, they would fall to pieces if touched. Only a few farmers that had very early cuttings and took advantage of a few showers were enabled to pile up, and these may commence to pack very soon.

Sumidero—Calixto Lopez bought four fine vegas, one "La Pomarosa," two in Caliente, and one in Pica Pica.

Remates de Guane—Gutierrez Alvarez has purchased a few fine vegas lately and Dorotoo Herrera has come with two assistants to receive the tobacco purchased for a large factory in Havana, and incidentally to acquire fresh vegas.

Partidos.

Alquizar—Bruno Diaz & Co., S. L. Goldberg & Sons and Cano y Hermano are actively at work in their escojidas. The latter house will make at least 5,000 bales.

Guira de Melena—Campano, Garcia & Co. will start the coming week. They have purchased largely of the best crops in the neighborhood, which work Don Manuel Garcia has supervised personally for the past two weeks.

San Antonio de los Banos—Jorge P. Castaneda & Co. have as usual one of the finest escojidas at work in this town.

Other places, like Bejucal, where the Sobrinos de Antero Gonzalez are putting up a very fine packing, and La Salud, where J. Puente & Cia., under the personal supervision of Don Jesus Vasquez, are selecting the best leaf grown in the neighborhood, are centers of activity.

Arrivals in Havana.

David Goldberg, of New York, Albert W. Kaffenburgh, of Boston, F. Fleitas and F. Gato, of Key West, and last but not least, Don Adolfo Moeller returned on May 17 to his Havana residence.

Rumors of Increase of Taxes.

If reciprocity between the United States and Cuba should become a fact, ere long, in order to cover the decrease in import duties and also the increase in expenses for running the Cuban Government, new taxes will have to be levied, and there is already talk of an Internal Revenue tax of $3 per thousand on cigars, just as is the case in the United States. Furthermore wines and liquors may be taxed heavily, likewise, stamps ad libitum upon checks, drafts, charter parties, public and private documents, and last but not least an income tax might be levied upon all incomes over $1,000 per year; so Cuban independence may be the means of increasing the cost of living in various ways.

Miguelito Perez is satisfied with his trade at present; he could do more but he takes matters philosophically.

Leslie Pantin is receiving orders by mail and cable every week, and therefore has no time to worry about the future.

Silveira & Co. executed several orders that Don Fernando Cardenas transmitted to them, only Don

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

THIS IS IMPOR= TANT TO YOU

There are a good many cigar makers who cling to obsolete methods on account of what they call the expense of making changes and getting on a modern basis.

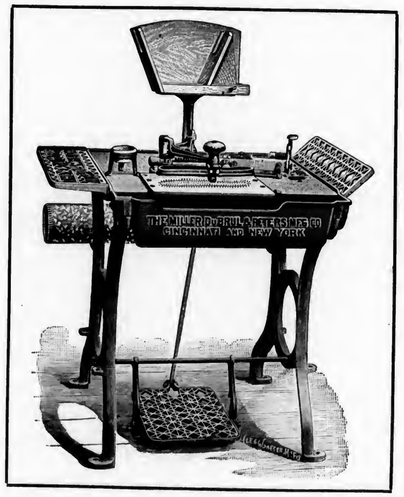
As a matter of fact, this isn't a question of expense at all. Do you call it an expense to pay somebody for making your clothes instead of doing it yourself? It is simply a question of having things done for you cheaper and better than you can do them yourself.

This is precisely what modern cigar making tools and equipment do for you.

The fact is that the right sort of tools pay for themselves in a short time by increasing both the quantity and quality of the output and by reducing the cost per thousand; thus they become more than self-supporting.

The DuBrul Dieless Suction Table is a case in point.

This table will soon pay for itself and go on making money for you year in and year out.



We still continue making tables with dies and rollers, but we submit this Dieless Table to the trade as the ultimate success of years of effort to produce a really perfect, satisfactory and efficient method of rolling cigars.

The elimination of dies and rollers and their annoying and intricate mechanism is an important step forward.

This table is simplicity itself and on this account is welcomed by the operator with open arms.

It does its work better than any table with dies can possibly do.

It increases the output because it enables the operator to do more work and the work is much easier to learn than on any other table.

It produces better goods because the wrapper is cut with a knife, giving a clean cut edge instead of a mashing cut edge with a white streak. Every die will leave a streak, and that streak won't do on "Clear Havanas." Further, because there are no dies in the way with their attendant complications and care, the operator has free action and is able to turn off a far better looking cigar.

These are some of the reasons why the DuBrul Dieless Suction Table ought to be installed on your premises at the earliest possible moment.

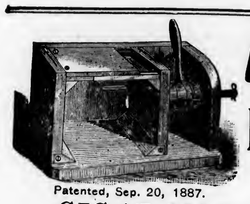
There are other reasons and other facts which we should like to give you.

It will pay you to open correspondence with us in regard to this Table, and if not about this one, let us hear from you about our Die Table, the best in the business We exhibit both styles at our offices.

Ask for Booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY



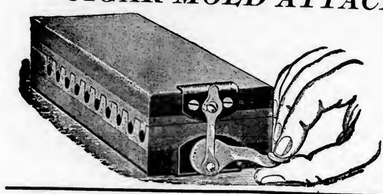
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND *CIGAR MOLD ATTACHMENT or Shaper Press*



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Alberto Catterfeld complains that the market has gone up too rapidly already to enable him to find enough bargains.

Adolfo Moeller while away in the United States did an excellent business in his provision store in Havana, which his chief assistant Mr. Metz executed. He sold to the French man-of-war "Tage" all the provisions for the Martiniquesufferers, amounting to over $6,000, and to the German man-of-war "Vineta" near $10,000.

Cano y Hno. are also packing in "Las Ovas" and "Paso Viejo" over 2,500 bales of the best Vuelta Abajo crops.

Sobrinos de Antero Gonzalez have not yet started their packings in Pinar del Rio but have already collected a large quantity in bundles of the cream of the Vuelta Abajo and which is piled up. They may start next week to work their escojida.

Cigar Factories.

H. Upmann & Co.—One of the oldest and best known factories in Havana, "La Madama," (nearly 60 years old), cannot complain of any lack of orders, as every bench is occupied and they are running away behind on filling orders. For France this year they have shipped already four times the quantity of cigars which they did last year, and in other countries they also report a gratifying increase of business as compared with 1901. In order to fill some rush orders they applied to the Alcalde (Mayor) to grant them the privilege to work on Sunday and Monday, May 18 and 19. The latter day has also been declared a holiday, so there will be five (if Sunday is included) in the week to come, from the 18th to the 22d. This factory is carrying one of the largest stocks of the finest leaf—particularly in wrappers—so they are prepared to fill all orders coming to them.

The Henry Clay and Bock & Co., H. de Cabanas y Carvajal, and Marquez de Rabell also have enough orders on hand to keep them busy, notwithstanding the usually dull season at this period of the year.

Weather.

The first shower fell on May 17, after a dry spell lasting over six weeks, although the country has been benefited occasionally in some localities.

Arrivals of Tobacco in Havana.

	Week ending May 17.	Since Jan. 1
	bales	bales
Vuelta Abajo	774	15,195
Semi Vuelta	31	484
Partidos	436	6,256
Matanzas	11	65
Santa Clara and Remedios	843	58,621
Santiago de Cuba	—	12
Total	2,995	80,633

Trade in Reading.

The firm of A. S. Valentine & Son, cigar manufacturers at Womelsdorf, has never been as busy in the history of the factory as they are at the present time, and the big increase for the past few years has been on their leading and popular 10-cent brands, which are shipped all over the country. The employes on the high class grades are working every night in the week.

E. G. Readinger recently increased his force of cigarmakers, as he has a rush of orders. He operates a union factory and enjoys a large local trade. His Royal Five brand leads in sales. Mr. Readinger regards the trade outlook as very favorable.

John G. Spatz now traveling in the west, has sent a number of large orders to his factory in this city. He reports business good in that section and says it will be a big year for the cigar trade.

Russel P. Bowman, who opened a cigar factory at 1040 Oley street, has been granted the use of the Union label, by the Cigarmakers' Union.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463 — ESTABLISHED 1871.
CAPACITY 50,000 PER DAY.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited.
Samples on application
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN,
Wholesale Dealer and Jobber in All Grades of
DOMESTIC and IMPORTED **Leaf Tobacco**
YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

F. V. Speier, of this city, is representing Lichten Bros., cigar manufacturers of Allentown, introducing their goods here and on the road. A display of the firm's leading brands in made in the windows of Kerper's cigar store, 510 Pennstreet.

The cigar box factory of George Weidman, located at Brickersville, was destroyed by fire. Milton Weidman, a son of the proprietor started a fresh fire in the boiler, and in some manner the building caught fire. The factory was 2-story frame structure, 40 by 120 feet, and the entire plant was destroyed. Mr. Weidman's residence, close to the factory, had a narrow escape. The property was partly insured. Loss $3,500.

Frank Ream, 527 Penn street, has notified Collector Cranston, that he will engage in the leaf tobacco business, in connection with cigar manufacturing.

Henry F. Fidler, senior member of the firm of H. F. Fidler & Co., cigar manufacturers, made a few days' trip through the coal regions and secured a few orders. Business is at a standstill in these regions, owing to the present strike of the coal miners. Many agents have packed their samples and left for other parts.

Luther Goodhart, proprietor of Fueller's cigar store, one of the most complete in its appointments in Reading, has opened a bowling alley at his place of business. The Brunswick-Balke-Collender Co., constructed the alley, which is the finest here. This is an innovation in cigar stores here, and is well patronized.

M. S. Taylor, formerly of the M. S. Taylor Tobacco Co., has opened a wholesale and retail cigar and tobacco store at 7 South 9th street, in the Dibert Building. The place has been neatly furnished throughout. Mr. Taylor is introducing a new brand made for himself called the New Boulevard, which is making a hit. He has secured the rights for a 7-ounce lunch box filled with smoking mixture which he retails and wholesales.

The cigar business here is somewhat dull, perhaps due to the coal strike. Many agents have returned home, especially those who do most of their selling in the coal regions. The prospects for the fall trade, however, are very good.

Trade-Mark Register.

Egyptian Rosa. 13,685.
For cigarettes. Registered May 20, 1902, at 9 a. m., by Joe Friedwald, Philadelphia, Pa.

General Pulawski. 13,686.
For cigars, cigarettes and tobacco. registered May 21, 1902, at 9 a. m., by W. Szczepankiewicz, Philadelphia, Pa.

General Kosciuzko. 13,687.
For cigars, cigarettes and tobacco. Registered May 21, 1902, at 9 a. m., by W. Szczepankiewicz, Philadelphia, Pa.

Cuban Liberty. 13,688.
For cigars. Registered May 21, 1902, at 9 a. m., by Robert Lee Pass, Philadelphia, Pa.

Keyno. 13 689.
For all forms of manufactured tobacco. Registered May 21, 1902, at 3 p. m., by S. T. Banham & Bro., Philadelphia, Pa.

REJECTIONS.

Yankee Pluck, Belt Line, Contestants, Othello, Cubanito, Cuban Leaders, Cuba Libre, Delmonico, Public Opinion.

TRANSFER.

Pan-Ex, registered November 4, 1901, by H. S. Souder, Souderton, Pa., was transferred to D. F. Kaltreider, Red Lion, Pa., May 26, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

The Mallorquinox de San Juan Porto Rico, Flor de Key West Crooks, Flor de Vueltara Crooks, Belle Isle, Cigar Maid, Linseco, Maxie Cobb, Russian Dim, American Marvel of Sierras, Vincent Bros. 42, V. B.'s 42, Cerene Royal, Up to the Minute, La Gusta, Pickering Meibis, Miebis, Moebus, La Bara, Meabes, Meapis, Miebus, Muebis, Mybis, Miebys, Azim, Big Minister, Wapco, G. S. Buffalo, General Dewet, Mentirosa, Lady Janet, Amun, Neraid, Senor Severo, Sultan Tarlac, Have the Best, Better than Ever, We Soar, Fairy Gift, Multi-Millionaires, Dusky Maiden, Magic Spell, Years Ago, Good Advice, We Adore, Prince Charming, Prismatic, Award of Merit, King Moose, Paul Leicester Ford, Tisapure, Texenita, El Arella, El Avance, Royal Green, Well Wisher, Cuban Limited, Cuban Express, Havana Flyer, Havana Express, Heap Good, El Testo, John Phillips, James Calhoun, Edward Shippen, Peri, Oronita, William Carr Lane, Great Leaf, Real Life, New Delight, American Bull, Governor's Southern Gems, Governor Price's New Delight, Governor's New State of Oklahoma, A Kentucky Toddy, Jacksavana, La Spaniola de Cuba, Oklahoma Kings, Edward Preiss, Main & Day Street, Swell Set, Imperial Perfectos, Alvina Wilkes, 7-40-7 (Seven Forty Seven), Alice Morton, Karon's Special Cigarettes, Sonyer, Arybel, II Machmed, El Cartero, Stoweco, Show Girl, McKinley's Best, Breton, Campo Amor, Olivero, Sandoza, El Leverto, Santoza, Santoka, Santoca, Carlos Saldo, Remedios Resagos, Vuelta Resagos, Presentero, Cavali, A. C. A., Cruiser Denver, Colorado Gem, Alfonso XIII., M. Newman's Capitol, Tama, Cuban Cabinet, Budeie, Pantlind, B. C. & Co., Bouquet Retainer, Dollar Mark, Prestigio, Prestige, Golden Steer, La Zoos, Tisapure, Portland House Bouquet, Red Tulip, Adje, Santana, La Imporia, La Bentonia, Diego Tamayo, The Honoraries, Garcia Montes, Carlos Zaldo, Eduardo Yero, Emilio Terry, American Consumers Cigar Co., Charles Brandon, Western Drummer, Southern Drummer, Eastern Drummer, La Vernato, Force, Corriente, Plains Monarch, Tomas E. Palma, Viva Del Rey, Gold Indian, Bella Primera, Bonita Signora, Porto Morro, Ballou's Rosegay Cigars, King Set, J. W. M.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

Cigar Box Men to Convene.

The third annual meeting of the Western Cigar Box Manufacturers' Association, will take place in Chicago on June 17 and 18.

The Chicago members of the association mean to entertain out of town delegates and their wives in right royal fashion. Delegates are requested to bring their wives with them and invitations will be extended to the members of the Eastern Cigar Box Manufacturers' Association and their wives.

Tobacco Flavoring.

"A high position of which but little is known, except to the trade," observed a prominent Chicago tobacco manufacturer, "is what is known as the 'flavorer,' the man who is responsible for the flavor of all the goods made, and who sees to it that the flavor is kept the same, year in and year out, no matter where the tobacco that goes in them comes from, or the conditions under which it has grown.

"Our company had bought up and stored away enough tobacco to make up all our brands of smoking tobacco and cigarettes for the year, when all of a sudden our storehouses were destroyed by fire, and our stock went out of existence. There was no more tobacco being raised on similar soil, and being slightly different as far as seed and stem were concerned, the flavor was also different.

"Here is where the flavorer comes in. By his art and skill he can make tobacco that grows on low lands taste and smell the same as that grown on high lands. He can make tobacco grown during a dry season take the same flavor as that grown during a wet season.

"As may be imagined, there are not many who are competent to do the work, and as a result they range in salaries from $10 to $15 per day of about one hour's actual work. They are employed however, but about nine months in each year."—Inter-Ocean.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The work of transplanting tobacco plants has commenced in a number of towns. Quite a number of our larger growers find it necessary, and so take much pains to have plants early enough for transplanting as early as possible; and to do this use steam heat. Hinsdale Smith Sons, who are to set 100 acres, began May 12, and must continue the work probably into June. This helps in the harvesting, as it ripens in nearly the order of planting. The Messrs. Smith are busy preparing the frame for the 25 acres of shade growing. At Poquonock, Ct., several parties commenced setting May 12, and many others intended to commence about the fifteenth, and this is true of many of the leading growers in the valley.

The weather has been rather too cool and the soil dry. Rain which began to fall Monday morning is much needed. A large percentage of the growers have their lands ready for transplanting, and will commence as soon as the plants are of suitable size. Very many growers like to have the plants attain a larger growth before setting than formerly; as there seems to be more vitality to the plant and such are apt to grow stronger plants. Our farmers are many of them short of help and can't get what they want

Our correspondents write:

Hatfield: "C. L. Warner has three acres set. F. H. Bardwell and G. A. Billings have begun. By the nineteenth many will be ready, as most of our growers have plants about ready to transplant. About twenty-five acres are to be covered for shade-grown tobacco. The frames are now built. L. H. Kingsley has his covered and partly set out. No sales this week."

Conway: "The tobacco beds are looking very well as a general thing. Many growers will commence to set next week. About the same acreage will be raised as was the case last year."

Hinsdale, N. H.: "I have no sales to report. There are several lots of tobacco in town; most of it sorted. Plants are small, but a plenty of them. About the same acreage as last year, not far from one hundred acres. We are not using as much cottonseed meal as usual on account of its high price."

North Hatfield: "Oscar Belden raises this year from fifteen to twenty acres of tobacco. He set about half an acre of tobacco, and a heavy frost that night killed it all. Tobacco plants are looking well, and setting will be general in a week or so."

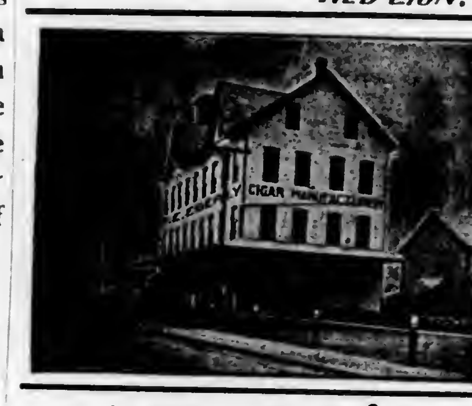
Granby, Ct.: "It looks as though there would be an increased acreage this year. F. B. Griffin is building a large tobacco barn."—Am. Cult.

BALDWINSVILLE, N. Y.

There has been no stir in the local market during the last week. Louis Mayer, representing Joseph Mayer's Sons, received 90 cases, the balance of his firm's purchases, on Tuesday, shipping to New York. At the warehouse of Chas. R. Goldsmith

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
Manufacturer of and Wholesale Dealer in All Kinds of CIGARS and Leaf Tobacco
Red Lion, York Co. Pa.



F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington; main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a.
They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana,* and Dealers in all kinds of *Leaf Tobacco.*
Always in the market for **Cigar Cuttings.**
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

& Co. the assorting was practically finished last week, with the handling of 50 cases of Ohio Zimmers, the assorters being laid off Saturday night. About 40 cases have been shipped from this warehouse to various points during the past few days. A. Heinke, the firm's representative, has been in Ohio for a few days and is expected home Saturday. It is understood that he has bought a considerable amount of the Ohio grades which will be brought to this place. The Northrop packing at Lysander, recently bought by Julius Marquisee, is being sampled this week. Wednesday, W. B. Scott, the agent of the Syracuse Cigar & Tobacco Co., at Plainville, shipped 24cs to the company at Syracuse.—Gazette.

MIAMISBURG, OHIO.

Very few sales of new tobacco are reported from this locality. A large quantity was bought last week in the upper edge of Montgomery and in Miami and Darke counties at 5 to 7c for seedleaf and 7 to 8c for Zimmer. While these prices are several cents per pound less than those obtained for the same varieties here, it is claimed that the quality of goods there is relatively below the well known standard here. Some few sales of old Zimmer are reported from nearby points at prices ranging from 7 and 2c to 8 and 9c through.

Nearly everyone reports an abundance of young plants, with a portion somewhat more forward than desired, though several farmers say their plants are late and scarce. Some of the early plants will soon be set out to feed the cut worms, while more fortunate and painstaking farmers will not begin transplanting for several weeks yet.—News.

EDGERTON, WIS.

The buying of last season's crop has proceeded far enough so it can safely be said that only scattering remnants now remain and these are being quietly gathered in throughout most of the growing districts. The indications point that the crop will be closely picked up before the movement ceases, as in other late years. Late transactions show that prices are fully maintained, and in fact, what remains is very generally held by growers prepared to sweat their crops unless offered what they believe is satisfactory figures.

McIntosh Bros. have purchased about 250cs of 1901 goods packed by M. O. Pease, at Sun Prairie.

In old leaf the market is uneventful. Conway Bros. purchased a small lot of Baines during the week.

The weather of the week has been favorable for the rapid advancement of the plant beds and in some localities the plants are so forward that transplanting will be started the first week in June, and seems likely to crowd the work of growers in preparing their fields.

Shipments, 675cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Holiday week—"Elk Carnival." The city being in a whirl of pleasure and excitement was to some extent a detriment to the tobacco market. Offerings and sales were smaller yet a fair business was done, and the tone of the market was easy, rather in buyers' favor, with some good and fine tobaccos. Bremen styles, Medium to Fine, 6½ to 9c; Cigar Wrappers, 24 to 26 inch, brown and dark, smooth and clean, good spread, never better or cheaper, at 7 to 9½c. Other grades:

Lugs—Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 6 to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 575 hhds; year, 8,095. Sales for the week, 314; year, 2,726 offerings, 268, rejections, 113.

New orders coming in, and buying freely as prices and quality are in favor of investments.

We had a good rain in part of the district on Tuesday night, resulting in planting of half the crop where season was favorable.

Col. E. D. Christian, of New York, was on the breaks, buying freely.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 997 hhds.; offerings on the breaks, 858 hhds; sales 525 hhds.

The quality of the breaks was poorer, the market was active and ¼ to ½c higher on Bremen leaf of decided character.

The large rejections were of the poorer sorts and nondescript leaf.

The American Snuff Co. continues steadily its purchases privately of round lots of lugs, and but few lugs appear upon the breaks for the export demands.

Scattering showers have fallen here and there over the district, and plantings have been made where the rains fell. Planters now need good general gentle rains to pitch the crop as plants are now full to large size.

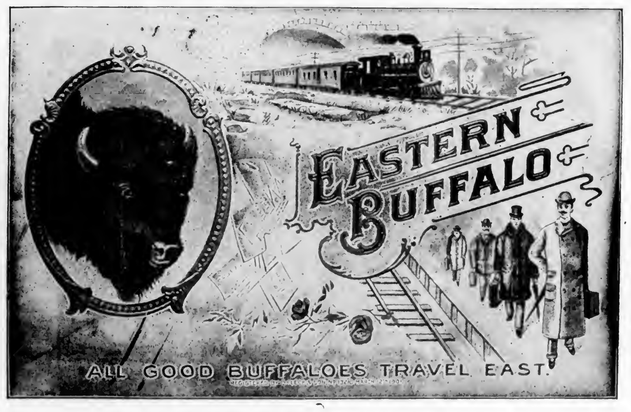
Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

Compulsory Arbitration.

At a recent meeting of the Richmond, Va., Tobacco Trade the by-laws were amended to require members, under penalty of expulsion, to arbitrate their business differences, if either party demands such arbitration.

CARDINAL POINTS OF THE
Liberman Suction Machine
The Cleanest Wrapper Cutter on the Market.
1—Simplicity of Construction.
2—Proper Cutting Device
3—Smooth Table for Palm Rolling.
4—Aids in Shaping and Rolling Cigars.
5—No Streaks on Wrappers.
6—No Rocking Motion.
7—No Torn Leaves.
8—Easy Operation!
It is the Nearest Approach to Hand-Work.
FOR ALL FURTHER PARTICULARS ADDRESS
THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.



IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.
You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
WE MAKE STRICTLY STANDARD QUALITY GOODS.
A Sample Order Will Convince You. Try It.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

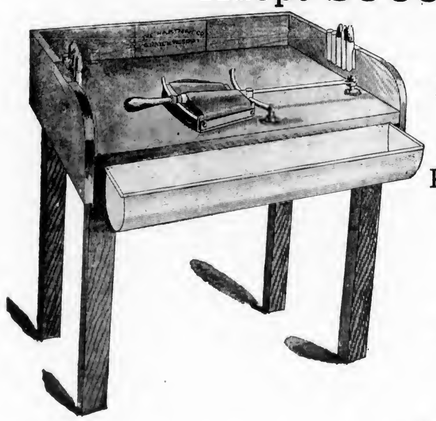
So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

DO YOU WANT TO MEET COMPETITION?
Adopt SUCCESSFUL Methods.

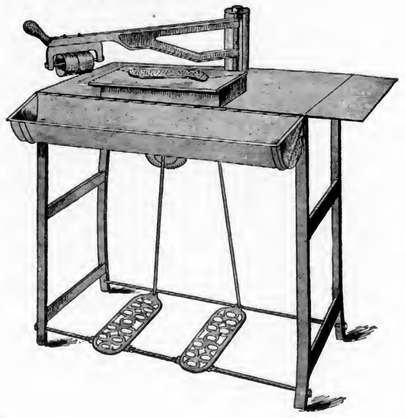


NO COST to Get Complete Knowledge

Send for Particulars.

Free Instruction to Purchasers.

Have had twelve years of successful experience.



Call on or address

The Hartman Machine Co.

No. 628 Race Street, Philadelphia.

Our System is the Cheapest and Produces the Best Results. The Sternberg Mfg. Co. Davenport, Ia , are Western Selling Agents

NEWS NOTES.

The Bell Cigar Co., of Salt Lake City, Utah, has been incorporated.

W. H. McDaniel & Co. will soon open a cigar store at Jacksonville, Wash.

J. D. Riddell has purchased the retail cigar store of F. B. Colville, at Spokane, Wash.

B. C. Burton has purchased the retail cigar business of D. F. Gibbs, at Tacoma, Wash.

The El Pinton cigar factory of Chicago, Ill., has changed its name to Langfield & Steele.

The A. Schroer Tobacco Co., at Cincinnati, O., has been incorporated with a capital of $10,000.

A new cigar store is soon to be opened at Youngstown, O., by Sol. Rosenfeld, at Centre Square and Federal street.

Halstead & Thompson have opened the "Bon Ton" Cigar Store at El Paso, Texas, which has been fitted out in a handsome manner.

Tobin & McCumber, of Mitchell, S. D., have purchased a building at Parkston, S. D., and will move their cigar factory to the latter place.

Muns & Calahan, cigar manufacturers, at Jackson, Mich., have dissolved partnership. The business however, will be continued by Mr. Muns.

The American Cigar Company's plant at Sparta, Wis., has been closed for the season. Operations, however, are to be resumed next November.

Ashly K. Watkins has started a stogie factory at Glen Elk, W. Va. He was for fifteen years in the employ of the Koblegard cigar factory of that town.

The Government of Canada has ordered an investigation, by a judge sitting in a court of record, into the proceedings of the American Tobacco Company in Canada.

Galesburg Paper Pipe Co., at Galesburg, Ill., has been incorporated with a capital of $2,400, for manufacturing pipes and smokers' articles, by Henry Hart, H. M. Collins and J. W. Tryon.

Pegram & Penn, tobacco manufacturers at Madison, N. C., have made an assignment, after a business career of many years. The failure came as a complete surprise. Liabilities are estimated at $40,000 and assets at $10,000.

Bowers & Mickleys' cigar store, at Mansfield, O., was recently entered and robbed of a small quantity of cigarettes. The fact that the stock of fine cigars, etc., was not disturbed is evidence that the robbery was committed by juveniles.

The Minty Cigar Co., Ltd , at Battle Creek, Mich., has filed articles of incorporation with the Secretary of State, with a capital of $30,000. The officers are: A. M. Minty, chairman, C. G. Schaff, secretary, and Isabel Minty, treasurer.

Frank Straw has opened a new cigar store at 739 Braddock avenue, Braddock, Pa., with a large line of the popular brands of cigars and tobaccos and fine assortment of smokers' sundries. He is also expecting to do a wholesale business in connection with the retail department. He has engaged Price Coulter, as manager.

The following ad. appeared in a recent issue of the Nasuua, N. H. Telegraph:

FRANK H. WINGATE,
Registered Druggist,
129 MAIN STREET,
Opposite City Hall.

We would like to call the attention of Smokers to our unexcelled line of CIGARS AND CIGARETTES.

WE CARRY THE FOLLOWING:

J. A. Cigars, Waitt & Bond, Imperial, Robt. Burns, Minets Invincibles, Harvard, Marguerite, Hoffman, emptation, Brunswick, 144, Union League, Poct. Napoleon, and all the local makes.

and in clear Havana Cigars we have the celebrated Manuel Garcia, Martinez, Wellington, La Rosa, Sobrenesa, Principe De Gales, Mi Favorita, etc.

All the leading Cigarettes: Rem ciss, Trophy'sc,

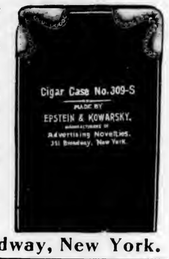
"A rose, by another name, may smell as sweet," but we doubt if the manufacturers will recognize their favorite brands in some of the names given above.

LATE REVENUE DECISIONS.

Peddler of Tobacco.

A tobacco peddler was recently advised that before commencing to peddle tax-paid manufactured tobacco, snuff or cigars from a wagon he must register with the collector for his district, on Form 277, file a statement on Form 95, and execute a bond, on Form 111, in the penal sum of $500, and thereupon the collector would issue to him a certificate which will describe the State, or counties, in which he proposed to travel and sell manufactured tobacco products. A copy of the Regulations, No. 8, was enclosed, and attention called to pages 19 to 23, inclusive, relating to peddlers of tobacco. It was further advised

A Whole Building on Broadway



less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES

MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Thos. E. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. 1le Droit Building, WASHINGTON, D. C.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

that a peddler can not retail tobacco or cigars from broken packages. but all such products must be sold and delivered in full and unbroken packages as put up and stamped by a qualified manufacturer of tobacco or cigars.

—

Re-use of Tobacco and Snuff Packages.

In reply to the inquiry of a prominent snuff manufacturing concern as to whether they could redeem emptied snuff packages(paper packs, weasands, tin cans, glass bottles, tumblers, etc.), and again use them in packing snuff, after effacing all evidence of previous use, the Commissioner called the attention of the parties interested to Section 3363, R. S., which requires that the caution notice label shall distinctly state that "the manufacturer of this tobacco has complied with all requirements of law. Every person is cautioned, under the penalties of law, not to use this package for tobacco again;" and also to Section 3376, R. S., which imposes a penalty upon any person who sells or gives away, or who buys or accepts from another any emptied stamped box, bag, vessel, wrapper or envelope of any kind, or the stamp or stamps taken from any such empty box, bag, vessel, wrapper or envelope of any kind; and, further, that every manufacturer or other person who puts tobacco or snuff into any such box, bag, vessel, wrapper or envelope, the same having been emptied, or partially emptied, will be subject to a fine and to imprisonment. Therefore, the office decides that any advertising scheme which has for its purpose the return to the manufacturer of the stamped packages would be in violation of law, and any emptied package found at the factory so branded, marked, labeled, or stamped as to show previous use would subject the manufacturer to the penalties prescribed by the statute.

Whenever any stamped box, bag, vessel, wrapper, or envelope of any kind, containing tobacco or snuff is emptied, the statute requires that the stamp thereon shall be destroyed by the person who has possession of such emptied box, bag, vessel or wrapper, and every person who willfully neglects to destroy the stamp will be subject to a fine of $50 and imprisonment of not less than ten days nor more than six months, as provided by the statute.

—

Pasteboard Box for Plug Tobacco.

A company recently organized to manufacture tobacco submitted for approval, under Section 3362, Revised Statutes, and the Regulations, No. 8, page 40, a sample box of heavy pasteboard, intended to be used as a statutory package for packing from one to five pounds of plug or twist tobacco. It was advised that the box was approved and that similar packages could be used, but that it would not be necessary for the stamp affixed to a pasteboard box containing not more than five pounds of tobacco to be canceled by the use of a steel die, which was required when the tobacco was put up in a wooden box, but that the manufacturer would be required to write or imprint upon each stamp his name and date of use, to include the month and year, which stamp must be so applied as to seal the package to prevent the contents from being removed without destroying the stamp. Attention was called to the regulations which provide that where the package contains one pound or more, and a fractional part of a pound, the manufacturer may use a stamp of the denomination of one to four pounds, and a one-ounce coupon stamp, which has attached fifteen coupons representing one ounce each. If necessary, on account of the character of the package, or if the manufacturer is unable to procure plug tobacco stamps suitable for use on such packages, he may procure from the collector stamps issued for the payment of tax on smoking tobacco. Attention was also called to Treasury Decision No. 97, dated April 13, 1900, which provides that the manufacturer may have the caution notice label in form prescribed by Section 3362, Revised Statutes, and the Regulations, No. 8, page 41, printed directly upon the package, or he may affix to such packages, by pasting, the usual caution notice label. It was also advised that the statute requires that every wooden package containing plug or twist tobacco shall have printed or marked thereon the manufacturer's name and place of manufacture, the registered number, the gross weight, the tare and the net weight, but that this does not apply to pasteboard boxes or packages other than wooden, approved as substitutes, and containing not less than one nor more than five pounds of tobacco, and that such marking was not necessary on such pasteboard boxes.

France Buys American Tobacco.

E. G. Toel & Co., No. 17 South William street, Richmond, Va., have been awarded the contract of supplying the French Government with the following lots of tobacco: 3,400 hogsheads light Kentucky; 1,700 hogsheads Burley; 650 hogsheads Virginia.

They placed their bids through the Paris agents, L. Huerer & Co. A large number of other American firms made tenders on this sale.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD

JACOB G. SHIRK
PLUG & SMOKING TOBACCOS & CIGARETTES.
WHOLESALE MANUFACTURER & JOBBER
IMPORTER OF SMOKERS' ARTICLES, &c.
Our Leading Brands
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking
40 W. Orange St.
Lancaster, Pa.
FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF
AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
TRADE MARK L. B. PHILA. PA.
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

PATENTS RELATING to TOBACCO, Etc.

700,331 Cigar-clipper and match lighter; Robert E. Jack, Oshkosh, assignor of one-half to H. Diestler, Hortonville, Wis.

700,453 Conveyer chain for match-machines; Edward M. Lockwood, Jr., Darby, assignor to P. C. Tomson & Co., Philadelphia.

700,451 Match Safe; George H. Staten, Portsmouth, Ohio.

700,253 Cigarette making machine; Francis Sticker, assignor of one-half to C. A. Drucklieb, New York city.

700,392 Match machine; Karl Wiessner, Radeberg, Germany.

700,395 Cigar package; Elmer A. Wilcox, assignor to Standard Vending Company, Chicago, Ill.

BUSINESS CHANGES, FIRES, Etc.,

Colorado.

Cripple Creek—D. Saulter, cigars; chattel mortgage, $300.

Illinois.

Chicago—Frank H. French, cigars; out of business—John Schonlin, cigars; bill of sale, $925.

Iowa.

Mount Ayr—Wilson & Reichon, cigar manufacturers; moved to Corning.
Red Oak—B. F. Heflin, cigar manufacturer; succeeded by Heflin & Archer.

Maine.

Bangor—Central Cigar Co., cigar manufacturers; chattel mortgage, $1,500.
Portland—F Delavina, cigars; damaged by fire, insured.

Massachusetts.

Saxonville—Finn Bros., cigs.; style of firm name changed to J. P. Finn & Co.

Michigan.

Benton Harbor—Home Cigar Co.; discontinued.
Detroit—Carlos C. Ayres, cigar manufacturer; discontinued.—Chas. W. Rose, cigars; chattel mortgage, $400.
South Haven—A. H. Rudlon, cigars, tobacco, etc.; succeeded by E. O. Goldsmith & Co.

Minnesota.

St. Paul—Peter Otto, retail cigars; warranty deed, $1,550.

Oregon.

Ashland—G. W. Vaupel, tobacco; sold out to Hildreth & Thornton.

Pennsylvania.

Bath—Moses George, cigar manufacturer; succeeded by Harry E. George.
Harrisburg—E. L. Wagner, Manager, manufacturer, and retail cigars and tobacco; dead.

Texas.

Waco—Charles Epstein & Bro.; cigars; discontinued—Chas. Epstein continuing.

Vermont.

Barre—Frank Gobbi, cigars, tobacco, etc.; discontinued.

Virginia.

Alexandria—George Young, cigars and tobacco; transferred real estate, $650.
Bedford City—Bolling-Wright Co., tobacco manufacturers; deed of trust, $407.

Wisconsin.

Milwaukee—Andrew Hofherr, cigar manufacturer; sued, $2,400.

—It is said that, in proportion to its population, Louisville, Ky., chews more tobacco than any other city in the world.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacc
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancast
Price Lists on Application

FOR SALE BY ALL DE

MIXTU
THE AMERICAN TOBAC

MUTILATED PAGE

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

PENNSYLVANIA and HAVANA SEED of the 1900 Crop

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.

It's as stable in your stock as sugar in a grocery.

Pete Dailey

CIGAR 5 CENTS

Sold Everywhere

Successful Everywhere

T. J. DUNN & CO., Makers

PHILADELPHIA

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 23. PHILADELPHIA, JUNE 4, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents

We have a Few Odd Lots of

SEED LEAF

that may interest you, and that we will close out

at Moderate Prices:

35 cases '99 crop **Big Flats Binders,** fairly leafy;

50 cases Resweat, Hand Sized **Fillers,**

1900 crop **Zimmer Spanish;**

125 cases Table Assorted, Resweat 1900 crop **Zimmer Spanish Wrapper B's,** long sizes;

60 cases Table Assorted, Resweat, 1900 crop Gebhard Seed, fancy lot;

60 cases Hand Sized, Natural Sweat, 1900 crop Little Dutch.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

MUTILATED PAGE

1901
CROP

SUMATRA

Now Ready for Sampling

Your Examination
Cordially Invited

Rothschild & Bro.

Main Offices:

141 Water Street,
New York;

77 and 79 Jefferson Avenue,
Detroit, Mich.

Established 1855

J. T. DOHAN — W. H. DOHAN.

DOHAN & TAITT

Being Prominent and Direct

Importers and Packers

You can always find a complete and varied supply of the following

TOBACCOS

From which to make selections, and purchase at Rock Bottom Prices. *Samples sent on application.*

DOHAN & TAITT,

No. 107 Arch Street,
Philad'a, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

Established 1855

J. T. DOHAN W. H. DOHAN.

DOHAN & TAITT

Being Prominent and Direct

Importers and Packers

You can always find a complete and varied supply of the following

TOBACCOS

ON

From which to make selections, and purchase at Rock Bottom Prices. Samples sent on application.

DOHAN & TAITT,

No. 107 Arch Street,

Phila'd'a, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXIII.—How Tobacco Bought Our Liberties.

By HARRY BAMBERGER, of L. Bamberger & Co.

The gracious shades of Benjamin Franklin, that most ardent patriot and most genial of Philadelphians, wisest and best of mankind and gentlest of humorists, and of Caron de Beaumarchais, wittiest of Parisians, lover of liberty, who gave to the stage the immortal Figaro, rise before me as I review the role which tobacco played in the great game for the liberties of the American people.

Franklin comes out of the mists of the past dressed in that famous full dress suit of spotted brown velvet which he wore when he was arraigned before the privy council of His Britannic Majesty, King George III. for the surreptitious publication of the so-called Hutchinson Letters in 1774, and which he deemed good enough to wear at one of Marie Antionette's card parties at the Tuileries in 1776. It's a pity that suit of clothes has not been preserved, because I have an idea the white spots in the brown velvet would look a good deal like spotted cigar wrapper leaf.

Beaumarchais blows away the shadows which hide him from our eyes with a kiss from his fingers, and then resumes his stroll in Elysium with the great sage whose co worker on our behalf he was in those momentous days when the fate of the Continentals hung upon certain negotiations which he and Franklin and Silas W. Deane had on hand with the Count de Vergennes, Louis XVI's Secretary for Foreign Affairs, away back in May, 1776, two months before the Declaration of Independence was published to the world.

It's too bad I can't say much in praise of Silas W. Deane, Delegate to the Continental Congress from Connecticut, but unfortunately for Deane, whose services in the sacred cause of our national independence were really meritorious, he turned hostile afterward, and died in England an inglorious exile from his native land.

But to my story, as the old masters of fiction used to say; Franklin and Deane had assigned to them by their compatriots in Philadelphia, at the time when the thirteen colonies were getting ready their final preparations for cutting

MR. HARRY BAMBERGER

loose from Great Britian, the delicate and most important task of enlisting France on the side of the Continentals, and of procuring from that country a sufficient suppiy of arms and gunpowder and clothing for the men who were to take the field. France, as all the world knows, hated England in 1776, but was at peace with her and could commit no overt hostile act. She couldn't sell arms openly to the Continentals, but she could do it indirectly, and in the scheme which was hatched in Paris at the end of April and the beginning of May of that most memorable year, Beaumarchais plays a part equally important with that of Franklin, but tobacco played the most important part of all. Beaumarchais, with the knowledge and connivance of Vergennes, organized the firm of Roderique Hortales et Cie., whose business it was to sell to the colonies the military supplies which France could not sell to them without incurring the charge of a violation of the rules of neutrality.

Deane's application to the French government for arms and equipments for 25 000 men was officially refused, but he was semi-officially referred to Beaumarchais, who promptly procured them from the government arsenals, and delivered them to Deane. The total cost of these arms and equipments was $2,500.000, and how do you suppose the poverty-stricken Americans managed to defray it? In the only way possible, in the only way consistent with this history—by Congressional shipments of cargoes of tobacco.

And that is the glorious fact. It was tobacco, our own tobacco, grown on the soil of Virginia, that made armed aggression against Great Britian on our part possible; it was tobacco, in short, that paid for our liberties.

And as I record the fact here, I seem again to see Franklin's benignant smile and the more arch one of Caron de Beaumarchais beaming on me from their places among the blest.

—

Next Week—Chapter XXIV:—The First Trade Mark Infringement, by Hon. Morris S. Wise, of Wise & Lichtenstein.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter
Contributed by
Name
Street,
City
State

BLEED THROUGH

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. DolinsKy & Son

IMPORTERS AND PACKERS OF

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

122 NORTH 3rd ST.

K. STRAUS A. LOEB

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH IMPORTED HABANA AND SUMATRA DEALER IN LEAF TOBACCO

1042-44 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

The Havana Tobacco Co.

New Corporation Acquires the Havana Commercial and the Henry Clay & Bock Co.

The Havana Tobacco Company, incorporated at Trenton, N. J., on May 28, with a capital stock of $35,000,000, has acquired the Havana Commercial Co., the Henry Clay & Bock Co. Ltd., and the Hijos de Cabanas y Cavarjal businesses of the city of Havana. The new company's stock is divided into $5.000,000 5 per cent. non-cumulative preferred shares and $30,000,000 common shares, and it will have $10,000,000 of twenty years 5 per cent. gold bonds, of which $2,500,000 remain for the present in its treasury.

The Havana Tobacco Co. has been organized and is controlled by the American and Continental Tobacco interests. Among the directors who will be elected are James B. Duke, John B. Cobb, Oliver H. Payne, Thomas F. Ryan, Anthony N. Brady, Grant B. Schley, P. A. B. Widener, Frank H. Ray, R. A. C. Smith, H. B. Hollins, R. R. Govin, John C. Tomlinson and other gentlemen, some representing strong financial institutions and others prominent in the tobacco and cigar industry, whose names will be announced later.

It is possible that matters will so shape themselves that the new company will eventually be merged with the new Havana-American Company. The Hijos de Cabanas y Cavarjal interest, which was acquired several months ago, is already domiciled at 111 Fifth avenue, New York.

The Havana Tobacco Company will take over the securities of the Havana Commercial Company on the following terms: Sixty shares of preferred stock and 40 shares of common stock of the Havana Tobacco Company for each 100 shares of preferred stock of the Havana Commercial Company, and 40 shares of common stock of the Havana Tobacco Company for each 100 shares of common stock of the Havana Commercial Company. The Guaranty Trust Company issued a circular on May 28 to the stockholders of the Havana Commercial Company, announcing that the Reorganization Committee of that company had been dissolved without formulating a plan and that depositors are entitled to withdraw the shares of stock of the Havana Commercial Company deposited by them with the trust company without cost. The holders of more than a majority of both the preferred and common stock of the Havana Commercial Company have redeposited their shares with the Guaranty Trust Company for exchange as above, and opportunity is extended to the minority stockholders to accept the terms.

The final fate of the Havana Company and the Henry Clay & Bock Co., with whose concerns every tobacco trade paper in London and New York—excepting The Tobacco Word—has been filled, was never in doubt with those who have followed the trend in all these big deals. The only reason things hung fire so long was that a certain financial institution in New York city, which held the casting vote, that is a controlling interest in the Havana Commercial, hesitated long before making use of its privilege. It is said the Havana Commercial and the Universal Tobacco Co. each held an equal share of stock in the Henry Clay & Bock Co., and that the financial institution referred to held the balance. Rumor had it for a while that Frank Tilford, of Park & Tilford, who is one of the directors in the Universal Tobacco Co., held this controlling interest, but this is denied emphatically by a Wall street magnate who is thoroughly well posted as to the whole matter.

On May 28, after the acquisition by the interests at 111 Fifth avenue of the Havana Commercial and the Henry Clay & Bock Co., was announced, American Tobacco Co. stock sold in the Broad street curb market at 310 and closed at 325 bid—an advance of 25 points over the bid price of the day before. Havana Commercial common stock advanced to 20 and the preferred stock to 60. On the New York Stock Exchange, Continental Tobacco preferred rose to 123 and closed at 122½, or one and a half points above the closing price of the day before.

The Continental Tobacco Co., declared a dividend on its common stock of 2½ per cent. on May 29. This makes 7 per cent. on the common declared since last December.

Use of Tobacco Forbidden.

A new book of operating rules has just been promulgated for the guidance of employes of the Chicago and Northwestern Railroad. One of the rules is as follows: "The use of tobacco by employes when on duty in or about passenger stations, or on passenger cars, is prohibited."

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"

A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

GRAULEY'S Golden Rule 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's TAHOMA 5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.
Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.
Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JUNE 4, 1902.

Sumatra Smuggling Sailors.

U S. Treasury agents are always on the lookout for merchandise smuggled into this country by sailormen. A favorite commodity with the sailors is Sumatra tobacco. The sailors buy Sumatra in various underhand ways in Holland at about 40 cents a pound. If they succeed in landing it in New York they have no trouble in disposing of it at about $1.50 a pound

Last week special Treasury Agent John Curtis found about 350 pounds of Sumatra on board the steamer Vaderland of the Red Star line, and in a restaurant on East Houston street much frequented by sailors he discovered more The restaurant man was entirely innocent of participation in the smuggling. The 350 pounds on the Vaderland could not be seized because it had not been landed and the fact that it was contraband could not be technically proven, but the Sumatra in the East Houston street restaurant is now in possession of the government. Treasury officers are eager to see punishment meted out to the smugglers because the aggregate quantity of such tobacco brought into this country in the manner described is very large every year.

One John Gustav Agylea, a Belgian, is at present under indictment for smuggling Sumatra. On March 25 last he delivered 66 pounds of smuggled Sumatra to Mr. Reicher, a cigar manufacturer of 1139 Broadway, Brooklyn. He was arrested and indicted upon information supplied by Mr. Reicher.

Good Luck and a Blessing.

A brand of moderate priced Egyptian cigarettes which appears to be catching on in New York is called Mozle.

It is manufactured by a firm styling itself Mozle Bros. The package is remarkable for an inscription in Hebrew German Polish which, translated, reads: "Whoever smokes these cigarettes will have good luck and a blessing —Mordecai Rosenblum "

Here's a little story which seems to prove it: On the morning of May 24, the day the Brooklyn handicap was won by Reina, a man who never bets on the horse races and who takes absolutely no interest in the sport chanced to meet a friend, a leaf merchant, who was going down to Gravesend and who wanted someone to help him pick the winner. The leaf man read out the names of the horses, and his friend, without an instant's hesitation, advised him to bet on Reina. He was unable to say why he gave this advice. Both men were smoking Mozles during their talk. Maybe that had something to do with it. At any rate the leaf man put his whole wad down on Oom Paul—and Reina, a 60 to 1 shot, won the race.

Where's the luck and the blessing? Why, don't you see? If the leaf man had won, he might have turned gambler. Having lost, he remains a leaf merchant and a respectable member of society, with all the good luck and the blessings which the Mozle brand can bring him still before him.

John Wardlow and Gustavo Bock in New York.

John Wardlow, general manager of the Havana Commercial Co., and Don Gustavo Bock, resident director in Cuba of the Henry Clay & Bock Co., arrived in New York from Havana on the Mexico, on May 28.

Alvas for the Coronation.

The Hotel Companies, Ltd., of London have ordered of the Punch factory of Manuel Lopez, of Havana, 50,000 Alvas for the coronation of King Edward VII and Queen Alexandra.

The Alvas are a large sized invincible.

The order from London is a high compliment for the Punch factory.

Paul J. Sorg Dead.

Paul J. Sorg, former Congressman from Ohio and a millionaire tobacco manufacturer, died on May 28, at his home in Middletown, O. He was in the 62d year of his age, and leaves a widow, a son and a daughter.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH
NEW YORK

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Organized Labor in the Cigar Trade.

SCRANTON, PA., May 26, 1902.

DEAR MEDICINE MAN:

The strike of the anthracite coal miners in Pennsylvania having directed public attention to organized labor in that field I am tempted to ask you to tell me something about organized labor in the cigar trade. I do not mean the Unions at Tampa and Key West.

SEED AND HAVANA MAN.

THE ANSWER.

My friend appears to have reference to the Cigar Makers' International Union of America.

The first cigar makers' union to be organized in the United States was formed on May 5, 1851, at Baltimore, at that time one of the leading centers of the trade. Other unions of cigar makers were formed in 1852 and 1853 A general meeting, looking toward the organization of an international union, was held in Philadelphia in 1863, and on June 21, 1864, an organization known as the Cigar Makers' National Union was formed in New York city. Anthony Zeitler, of Albany, N. Y., was the president.

At the fourth annual convention, which was held at Buffalo, N Y., September 2, 1867, the organization took the name The Cigar Makers' International Union of America, which it has continued to bear ever since. The organization did not prosper during the ensuing ten years. At the convention held at Rochester, N. Y., in September, 1877, Adolph Strasser was elected president. He held this office until 1891, and succeeded in making the organization powerful and effective.

The International Union has at present a membership of about 30,000. The initiation fee is $3, and the weekly dues are 30 cents. The union pays the following benefits: $5 per week in case of a strike, $3 per week out of work benefit, $5 per week sick benefit, death benefit ranging from $100 to $350, according to length of membership, $50 funeral benefit, wife and widowed mother funeral benefit, and traveling loan benefit.

The blue label of the union is furnished free to all manufacturers who comply with the laws, rules and regulations of the union.

***

Early New York City Tobacconists.

In answer to an enquiry from a correspondent in Poughkeepsie, I would say that the New York city directory for 1799 gives the following names of retailers:

Hyman Abrahams, 14 Water street, John Agnew, 308 and 317 Water street; James Bryer, 112 Front street; William Bryer, 104 Water street; James Campbell, 1 Cheapside street; William Collins, 31 Front street; Peter Cornell, 53 Harman street; Thomas Crawford, 9 Beekman Slip; William Donovan, 249 Water street; Patrick Dunning, 5 Water street; William Green & Co., 216 Water street; William Green, 7 Rose street; P. & G. Lorillard, 30 Chatham street; Blase Moore, 2 John street; David Munson, 129 Division street; Peter Wynkoop, 22 Roosevelt street.

***

Indian Pipe Myths.

In answer to Munroe Levi, of Adelaide, N. S. W.:

According to tradition, there are various myths to account for the origin of the pipe.

The Arapahoes believe that their sacred pipe was delivered to them by the Duck, which was discovered swimming about on the top of the water after the Turtle had brought the earth up from under the water. An ear of corn was given to them at the same time The Arapahoes lost the art of agriculture about the time they went to hunting buffaloes on the plains. The pipe, the Turtle and the ear of corn were long ago turned to stone and have ever since been preserved by the Arapahoes as their great medicine.

The Cheyenne myth resembles that of the Arapahoes but requires four smokes (nights) in its delivery. No one but the Priest of the Pipe dares to recite it; it is considered so sacred that should an error be made in its narration divine punishment will fall on its narrator.

According to the Sioux tradition, the sacred pipe was brought to them by a mysterious white maiden—The White Buffalo Cow—together with a package of four grains of maize of different colors. This corn sprang from the milk which dropped from her udder, and was thus, with the flesh of the buffalo itself, appointed from the beginning to be the food of the red tribes. "She taught the people to call her 'Grandmother,' a reverential title among Indians, and after leading them to her relatives, the buffalo, she faded from their sight as they stood gazing at her."

***

The States from the Cigar Man's Point of View.

WASHINGTON.

XLVI.

And so our travels are about to end in far-off Washington. No cigar traveler ever found himself in a more congenial atmosphere Washington, in 1900, had a population of 517,672, or nearly double the population it had in 1890, and the population of Seattle, which in 1890 was 42,873, had increased by 1500 to 80,671.

Seattle, Spokane and Tacoma are cities which smell sweet in the nostrils of every man who loves a fine cigar, and it is literally true that in each of these cities the air, in spots at least, is blue with cigar smoke. The combined population of Seattle, Spokane and Tacoma is 155,233, just a trifle less than the population of St. Paul, Minn. St. Paul is, as we know, a very good cigar city, yet, owing to the higher average cost of the cigars smoked in Seattle, in Spokane, and in Tacoma it is doubtful if St. Paul spends more money for cigars during the course of a year than does any one of the three good cities of Washington.

The taste in cigars of the people of Washington, like that of the people of Oregon, was modeled upon that of the people of San Francisco, and those who are most familiar with the trade in Washington agree in saying that it is even a refinement upon the original, for in Washington no poor cigar has ever had a show. The smokers of the state are no fonder of throwing away their money than are the smokers of other states, but they incontestably have a most discriminating taste, and will put between their lips only the very best the market affords. An enthusiastic admirer of the cigar smokers of Seattle said the other day that the people there know more about cigars than do the people of Havana. This may be an exaggeration, but the man who said it knew Havana long before he knew Seattle. In Havana, he says, there is an evident predilection for heavy cigars; in Seattle the general demand is for a light, delicately flavored, well-made cigars, such as may be smoked with equal zest either in the seclusion of one's chamber or in the open air. In short, in the opinion of the gentleman here referred to, the cigar tastes of the people of Havana are somewhat crude, or perhaps it is the climate which is to blame. At any rate, it is his opinion that the best of all possible ways to fix the merits of a cigar is to send it to Washington. If it takes with the smokers there, he is prepared to guarantee that it will be a success all over the United States.

And herewith this series of articles on the states from the cigar man's point of view fitly concludes.

***

What to do to be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trade.

II.

The two great home made institutions which are literally in the mouths of the people, more or less all the time, are the great American pie and the great American domestic cigar. A pie is a pie, but a cigar is a—salad. Pies are made according to formula. Cigars also, but the difference is this: How to make a palatable pie may be learned in one lesson, but it takes a lifetime to learn how to make an acceptable cigar. In this fact, and it is a fact deserving to be spelled with the largest kind of an F, lies the salvation of the cigar industry and the leaf trade. An individual or a corporation can make acceptable cigars by the hundred million, it is true, but the man who understands tobacco and how to blend it in his cigars; who, moreover, understands the art of packing them to advantage, and who, besides, is an enterprising and capable salesman, need have no fear, now or at any time, of the competition of the big people or the great corporations. The public to which all manufacturers of cigars appeal is at all times not only just but exacting. It is looking for the best cigar all the time, and with discriminating assiduity, and while attractive advertising will invariably succeed in inducing the public to give attention to an advertised brand, it will not make the public keep on buying the brand unless the brand is found to be better than everything else.

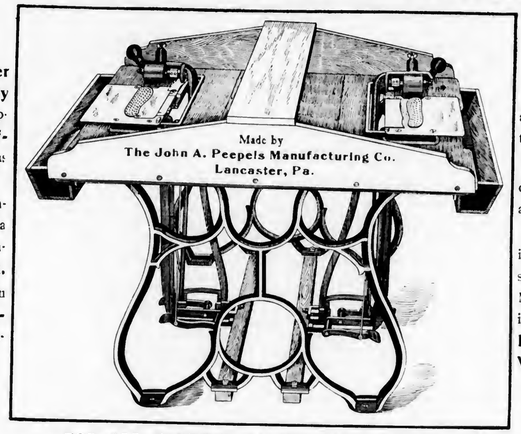
The public to which competing cigar manufacturers cater is the largest public in the United States. Each individual in it has his own preferences, his own predilections, his own prejudices. He may not take the extreme revenge for a poor cigar which Tops, the elephant, took

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

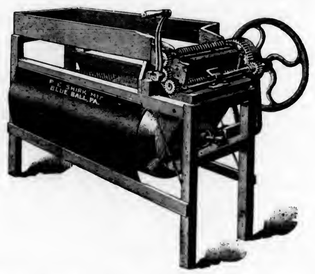
Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS

P. E. SHIRK, MANUFACTURER,
BLUE BALL, (Lancaster County) PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

F. GARCIA & BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. P. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

for one which was proffered her on May 28 last, but if he does not kill the man who hands him the cigar, he may be relied upon to kill the brand. Always bear in mind that the cigar is a salad. Bear in mind, also, that Americans are the best judges of cigars in the world. Put into your cigars the best tobacco that your money or your credit will enable you to buy. Take care that each cigar is made by a competent cigarmaker; that it is packed to advantage; keep in constant touch with the retailer who handles your brand; learn from him what it is that his trade demands; do on a scale commensurate with your means, whatever the big people are doing. Advertise your brand in the local paper, and keep it posted on the billboards of your town, and above all, make your cigars, from year to year, as uniform as possible.

In almost every good sized town in the United States there is some cigar manufacturer who has the unfailing confidence of the smokers in his vicinage, people who are as loyal to his cigars as they are to their own families. If you are not one of these fortunate manufacturers, try to be one. You will find that the public will respond to your efforts with a cheerful alacrity that will carry you off your feet. Ask any long-established manufacturer of your acquaintance if ever, during his whole career, he has found the people to whom he caters to be fickle. You will find him answering in the negative. He will tell you further, if he has time to enlarge upon the subject, that not only has his public been faithful to him, but that every individual man who is pleased with his cigars has acted as a voluntary and most effective press agent for his brand.

No, the day will never come when the maker of a good salad, i. e., a first-class cigar, need despair of the future. The business is now, as it has been for the past twelve years in a most healthy condition, the cigar manufacturer has his leaf bill, his box bill, his label bill, his wages bill, and his rent bill all paid long before his cigars leave the shop.

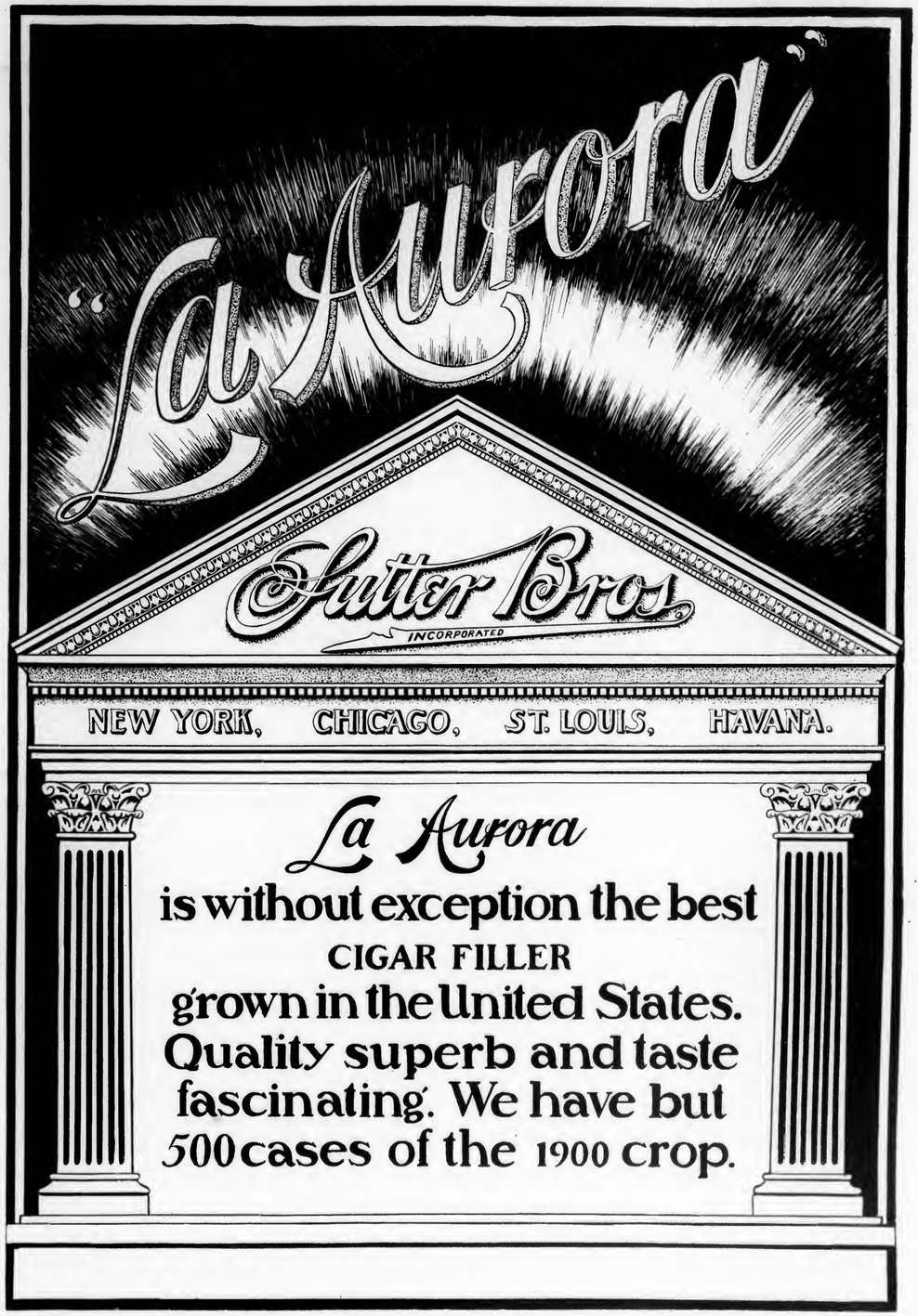
The ambitious man will read the following statement made to the writer recently by one of the best-known cigar salesmen in the United States with peculiar interest. Said the salesman:

"I am holding the same job with my present employers, who are among the very largest of the large manufacturing concerns in the country, just as I have held it for the past ten years, and at the same large salary, but I think I can see my finish. My house advertises its brands in the most general and the most lavish manner. The result to me is that I have a sort of an uncomfortable feeling, a sort of goneness at the pit of my stomach. I seem to feel that my occupation is going from me. Instead of considering myself, as I did formerly, a first class salesman, I am disposed to look upon myself now merely as one who delivers the goods. The big advertising done by my house spares me a world of talking, it is true, but I don't like it. It makes me the fifth wheel, as it were, and we all know how much use the wagoner has for the fifth wheel."

If things are shaping themselves according to the foreboding of the man who has just been faithfully quoted, there promises to be a great deal of salesmanship talent at the command of the ambitious medium-sized cigar manufacturer very soon. These men have a vital interest in the prosperity of independent manufacturers. Some of them have already gone into business on their own account, are prospering and will continue to prosper; but others, and there are many of these others, are dubious of their own future, and will welcome a chance to keep on in the old way with new employers. They all have valuable trade connections; they know cigars better than anybody else, that is, they know better than any one else what kind of cigars will sell and what kind won't; they are not afraid of the big people's competition, or, if they are afraid of it, will work all the harder to overcome it. No one knows better than they that a cigar is a salad, and that, to conclude the metaphor, it is their arts which supply the oil to make the salad acceptable.

If you make clear Havana cigars, make clear Havana cigars. If you make the other kind, then put all the Havana possible into the filler. This is what the cigar smoking public expects of you, now that the war with Spain is over, and Havana tobacco is getting cheap, with the prospect of getting cheaper still. The American stomach is delicate, the American brain is forever working under pressure. Both crave cigars of easy draught, of fine workmanship and delicate aroma.

Band every cigar you make. This will foil the dishonest retailer who is in the habit of refilling his boxes, or of substituting for a popular, high-priced cigar, one that is unknown and cheap.



E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.

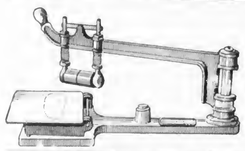
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. J. SCHOENER & CO. IMPORTERS & PACKERS LEAF TOBACCO 109 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

M. FRANK'S SONS, IMPORTERS OF Havana, Sumatra AND DEALERS IN Seed Leaf Tobaccos. 177 PEARL STREET. NEW YORK.

H. H. MILLER, Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

Edward Heyman Dead.

Edward Heyman, of the well-known cigar manufacturing firm of Heyman Bros & Loewenstein, died suddenly of cerebral hemorrhage at his home, 239 West 51st street, New York city, on May 29. The deceased gentleman had been in delicate health for a number of years past.

Edward Heyman was born in Tarrytown in New York, in 1849. He served his apprenticeship in the trade with which he ever after was connected in a retail cigar store conducted by his father on 8th avenue near 22d street. At 20 years of age he and his present partner, Louis Loewenstein, started a cigar store on 2d avenue near 30th street, and a few years afterward they purchased the store at 383 4th avenue, opposite the then depot of the Hudson River and Harlem railroad. In its day this was one of the most profitable retail cigar stores in the United States. Upon the removal of the depot to 42d street the young men sold their store and went into the leaf business in Maiden Lane. This was in 1872 After a few years they began manufacturing cigars and Mr Heyman's brother Samuel was added to the partnership, forming the firm of Heyman Bros & Loewenstein which has continued to this day. In 1883 the firm erected the large modern cigar factory in East 59th street in which it has ever since been installed.

Edward Heyman was for a number of years president of the Legal Protective Association of Cigar Manufacturers of the City of New York. Mr. Heyman never married. His funeral, which took place on June 1, was largely attended.

The pall bearers were Louis Loewenstein, Oscar Banghart, Frank McCoy, Leo Gershel, Morris S. Wise and Edward Arendt.

The interment was at Salem Fields, L. I.

The Principe de Gales Case.

In the U. S. Circuit Court for the southern district of New York, Justice Lacombe, on May 27 overruled the exceptions filed by the plaintiff to all of the affirmative defenses of the defendant in the famous El Principe de Gales cigar trademark infringement case. The parties to the present action are the American Cigar Co., plaintiff, and Louis F. Fromer, defendant. The case has been going on for the past fourteen years. The original plaintiff was the firm of V. Martinez Ybor & Co., with whom the El Principe de Gales brand originated forty years ago. Later, this firm's various successors, namely, the Ybor, Manrara Co., The Havana America Co., and the American Cigar Co., were each substituted as plaintiff. Since 1886 Mr. Fromer has been manufacturing a brand of clear Havana cigars under the title The Prince of Wales, which is the English equivalent for the Spanish El Principe de Gales.

In the argument before Justice Lacombe, on May 23, the American Cigar Co. was represented by Frank F. Reed, of Chicago. Wise & Lichtenstein, who have been Mr. Fromer's counsel in this case for the past fourteen years, appeared for him.

The office of an exception in such a case as the one under review is to test the validity of a defense, and if the court had sustained the plaintiff's exceptions the defense would have been knocked out. In effect the defense was, the title Prince of Wales was not an infringement of the Spanish rendering of that title.

The Mi Eleccion Case.

In the cigar trademark infringement case of Manrara Bros against the American Trading Co., the defendant, it is announced, has agreed to discontinue the use of the words "Mi Eleccion" on a brand of Porto Rican cigars handled by it in the United States, and manufactured in Porto Rico by M. Suarez & Co.

The plaintiff was represented by Einstein, Townsend, Guiterman & Shearn, of New York city.

The Stein Breach of Contract Case.

Milton S. Guiterman, of Einstein, Townsend, Guiterman & Shearn, of New York city, has been retained as counsel by the Theobald & Oppenheimer Co., of Philadelphia, and has advised his clients to take an appeal from the judgment recently rendered against them in the breach of contract suit instituted against them by Simon Stein. The case will be taken to the General Term of the City Court and possibly later to the Appellate Term of the New York Supreme Court.

—A. L. Gompers has opened a new cigar store at 209 Pennsylvania avenue, Washington, D. C.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
THE TOBACCO WORLD

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Summer Aspect in the Quaker City.

The numerous cigar establishments of Philadelphia are already presenting a summer trade appearance, and enterprising cigarists are putting forth their best efforts to push such goods as seem to appeal most strongly to the smoker who is feeling the first effects of a real warm day. Every dealer is trying to maka his place look as cool and comfortable as possible. Electric fans are whizzing, doors and windows are kept wide open, and awnings and canopies are well drawn to protect the stores from the sun's warm rays.

STOGY AND CHEROOT MEN'S HARVEST.

Stogies and cheroots are again selling more rapidly, as short smokes of all kinds are much in demand, due in no small measure to the open trolley cars. Stogies appear to be selling particularly well for this time of the year, which is really just the beginning of the season. The sale of cheroots is also said to be increasing.

O'KEEFE'S NEW STORE NOW OPEN.

W. H. O'Keefe last week opened his new store at 34 South Fourth street, and it is all that Mr. O'K. promised it would be—a thoroughly up-to-date cigar store, replete with new and handsome fixtures, attractive wall decorations, and a stock of the finest goods the market affords.

SOCIETY FOLK IN THE CIGAR TRADE

The sedate Quaker City has at last a real innovation in its cigar trade, by the advent of some more society people in its realms.

Singleton Brice, a well-known Quaker City society man, has purchased the cigar store at 37 South Thirteenth street, which for several weeks was conducted by the Goodwin sisters, from Boston.

Mr. Brice is a son of Philip Brice, and a nephew of Nicholas Brice, for many years the vice-chairman of the Philadelphia Stock Exchange. Mr. Brice is assisted at the store by his wife, and they also have a young lady assistant. The place is doing quite nicely.

EXPANSION AT AUER & DEMPSEY'S FACTORY.

Auer & Dempsey, cigar manufacturers at Broad and Vine streets, have admitted Alfred G. Koch to an interest in their business, which will hereafter be conducted under the firm name of Auer, Dempsey & Koch, at the same place. The firm is yet a comparatively young one, but it has been enterprising and has prospered. We understand that their business is expanding quite rapidly, and with increased facilities a much larger volume of business is being anticipated.

M. STACHELBERG & CO'S. NEW DISTRIBUTERS.

The La Hilda Cigar Factory has lately taken the local distributing agency for M. Stachelberg & Co., of New York and Tampa. These goods will be handled in addition to the La Hilda products, which are the Law Club in 10 cent and Senator in 5-cent lines.

ADMIRAL SCHLEY'S SUCCESS.

Some time ago Morris D. Neumann & Co. placed upon the market a new product under the name of Admiral Schley, and have had elegant success with it. Many duplicate orders are being received, and the brand has been finely established in many localities. It is proving a strong running mate to the firm's White Knight, another 5-cent brand, which is extremely popular in the west.

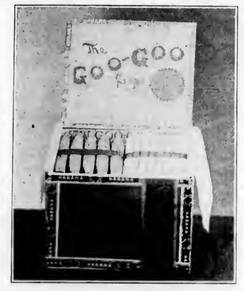
AMBITIOUS MEMORIAL DAY DISPLAYS.

Acting upon the suggestions contained in The Tobacco World, of last week, several very commendable special Memorial Day window displays were made here last week.

C. Francis Watkins, at 1827 Ridge avenue had a unique display, consisting of stacks of old muskets, canteens, and sabres which had been used during the civil war, caps, badges, buttons, officer's swords and scabbards, shoulder straps, belts, etc., were also used in the display.

A large flag was carelessly thrown over the floor of the window, and a still larger flag was used for draping the back of the window, with numerous smaller silk flags tastefully arranged on the sides.

E. G. Steane & Co., of 1001 Chestnut street, took advantage of the opportunity and made an elegant showing in a display of their Patrick Henry cigar, arranged to show off the boxes of 12, 25, 50 and 100 to the very best advantage,



Here's A Trade Tonic
A 3-cent Cigar of Superior Quality,
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples.
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

BROTHERHOOD CUT PLUG

Highest Grade

Strictly Union Made. Dealers can be supplied promptly by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. B. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy Baltimore, Md.: Ed. Wischmeyer & Co.

in the show window of Wm. Whitney, at 202¾ South Eighth street. The display also included the E. H. Gato Cigar Co's. clear Havana product.

They also had a similar display at Broad and Girard avenue, in the window of M. Herr.

Steane & Co. are now placing on this market a clear Havana little cigar, under the title of Americas, which are made by M. Fernandez y Ca., the only Tampa made clear Havana little cigar on the market at the present time. They are the selling agents for Pennsylvania for these goods.

Mr. C. Francis Witkins, the firm's city salesman, reports steadily increasing sales on their Patrick Henry 5-cent and the E. H. Gato Cigar Co's. clear Havana cigars in this city.

FRANK TELLER & CO'S. LATEST.

Frank Teller & Co. are now actively preparing to place on the market a new 10 cent cigar which will be made up under the name of Centurion and is to be a full Havana (booked) filler, and have a fine Connecticut wrapper.

WHERE IS KNAPP?

H. C. Knapp, a former cigar salesman connected with the cigar department of Huey & Christ, left the city some five weeks ago, on a business trip for the firm, and has not since reported to them at the office. Meantime cigar department manager Adamson has taken the business well in hand, and is making much progress in extending the trade. Mr. Knapp's accounts are reported to be in proper shape and no reason can be given for his failure to report.

THE DUNORO BRAND IN NEW YORK STATE.

Jas. McMurtrie, a traveling salesman with T. J. Dunn & Co., whose territory includes New York, has done some phenomenally good work in the Empire State on the Dunoro clear Havana brand of his firm. Mr. McMurtrie's headquarters are in Boston.

CLEAR HAVANA MEN ACTIVE.

Salesmen of clear Havana goods have lately visited this city in full force, but say that they find the trade here a little quiet.

P. F. Pipitone, representing A. Santaella & Co., of Chicago, arrived here this week from New York State, where he had some excellent business, but he says that the trade in Philadelphia and Baltimore is rather quiet.

A. Sar-Alvarez, representing M. Perez & Co., also arrived here about the middle of the week.

J. I. Mayer, of the Pareira-Mayer Co., has returned from the coast where he did splendidly on their Royal Key and Monte Reina.

THE NEW AMBASSADOR.

Last week we referred to a little stranger in the Shepherd family, a bright little grandson of Samuel Shepherd, the head of the old jobbing house of Samuel Shepherd & Son. Now, little Willie (we shall have to call him Willie until we know better) will have to be given a name. The Paragrapher has been asked to suggest a name, and to do so satisfactorily he thinks a name to be acceptable would have to imply nobility, and he therefore doesn't see how he could suggest anything more appropriate than Willie. That would be a cute little name for him; it surely would please his father, and it couldn't help but please that happy mother. But then, how about that joyful grandpa? Wouldn't he probably like his name handed down from generation to generation? It would be an excellent second choice.

There is only one other that I could suggest, and that would be to make him a namesake of a gentleman who has been for years a friend of noble birth; a man of wide acquaintance in the commercial world and a man who has been knighted —a lineal descendant of nobility, the venerable Francis Boggs Robertson, Ambassador of Commerce. The circumstances would certainly befit the occasion, for it has just been learned that little Willie was born on Mr. Robertson's birthday and he is 23, sure.

IN THE LEAF CIRCLES.

Henry Meyer, one of the oldest and best known leaf packers of Cincinnati, was in Philadelphia several days last week. Mr. Meyer, who was accompanied by his son, is expecting to sail on a pleasure trip to Europe some time this week.

Barney Regenberg, with Hinsdale Smith & Co., is making one of his regular visits here this week, which will be his last visit for the summer, as he is expecting to sail for Europe on June 21, per steamer Noordam.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

He will be accompanied by Mrs. R., and will travel through Switzerland and make a short stop in Paris before returning to his home in Paterson, N. J.

James McDonnell, of the Baltimore Leaf Tobacco Co., Baltimore, after a six weeks stay in New York, came to Philadelphia this week, and from here will return to Baltimore.

E. A. Calves, of E. A. Calves & Co., left on Friday last for a business and pleasure trip to Europe, and may be gone several months. He is accompanied by Mrs. Calves.

F. Eckerson has been busily engaged this week in showing his trade samples of his holdings of a lot of '97 Wisconsin B's and '99 Pennsylvania Broadleaf, which are in strong demand.

J. H. Duys, of H. Duys & Co., New York, was in the city last week, and in company with J. A. Kinney, their Philadelphia representative, sold several good sized lots of Sumatra.

The new Connecticut tobaccos of Lewis Bremer's Sons are attracting much attention in this market. In fact a considerable portion of their packings have already been sold.

The week's visitors in the trade included B. Regenberg, with Hinsdale Smith & Co., Oscar Bamberger, with Rothschild & Bro., Mr. Rose, with E. Rosenwald & Bro., Max Sondheim, of Leonard Friedman & Co.

PHILAD'A LEAF MARKET.

The leaf market during the past week has been fairly steady, and jobbers have had a fair trade. Large transactions, however, have not been numerous.

Sumatra has been selling steadily, and several fair-sized transactions have been consummated.

Havana trading is fairly good.

EXPORTS.

Liverpool—134 cases and 14 hhds.

The Leaf Market in New York.

The causes of the admitted dullness of trade in the New York leaf market are variously explained.

So far as the Havana market is concerned the fault is altogether the government's. The failure of Congress to pass the Cuban reciprocity bill has laid a paralyzing hand upon business, and no merchants in New York are more indignant in consequence than are the importers of Havana tobacco. The United States Government has always treated the cigar leaf interest ignorantly. There doesn't seem to be a man in Washington who understands the needs of this interest or who cares a rap whether it prospers or not. And yet the tobacco interest is a vast revenue producer.

Business with the Havana leaf men in New York has been dull since May 15. It probably will not revive till some disposition is made of the reciprocity measure at Washington.

Business in Sumatra and in the domestic types of cigar leaf is dull solely because the manufacturers of domestic cigars appear to be in a blue funk. That trade needs what the clear Havana trade has got, namely an infusion of new blood, of young and capable men who have new ideas and who are not afraid to work.

Ogdens Sail for Home.

Thos. B. and W. B. Ogden, both of Ogden's, Limited, of London and Liverpool, one of the English branches of the American Tobacco Co., both of whom have been in the United States for the past six weeks, sailed for home on the Umbria on May 31.

C. E Levic, Australian representative of Ogden's, sails for England on the Lucania on June 7.

H. Duys & Co.

By a formal notice published elsewhere the trade is advised by H. Duys, Jr., that on June 1, he admitted his son, John H. Duys, to a partnership and that the firm name has been changed to H. Duys & Co.

The firm will continue as heretofore to be the branch of the Amsterdamsche Tabakshandelmaatschappy of Amsterdam.

The admission of John H. Duys to a partnership interest in this popular Sumatra house is a recognition of two things, first of his value to the business, and secondly of his new and important status as a married man.

The firm of H. Duys & Co., at all times a stirring one, is preparing for a livelier campaign than usual. Its travelers in every section of the country are among the most enterprising and popular leaf salesmen, and are sending in orders by every mail.

A. H. Coger, the firm's representative in Canada, left on Monday evening for a visit to his trade in that territory.

Norberto Cueva Returns.

Norberto Cueva, of F. Miranda & Co., who has been in Cuba for the past seven weeks returned to New York on June 2.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

Henry Clay Pirates, Beware.

Wise & Lichtenstein Will Get You If You Don't Watch Out.

The important announcement comes from Havana that the well-known law firm of Wise & Lichtenstein, of New York city, has been retained by the Henry Clay and Bock & Co. corporation to prosecute all infringements of the Henry Clay and other brands of cigars manufactured by the great syndicate in Havana.

Hon. Morris S. Wise who was questioned as to this matter by a Tobacco World reporter on Monday last said:

"Please report me as saying nothing for the present."

For more than a generation the Henry Clay brand of cigars manufactured in Havana originally by the late Julian Alvarez and continuously ever since, for more than fifty years by his various successors, has been pirated more brazenly and oftener than any other cigar brand in existence. Attempts have been made at different times to stop these dishonest practices, but, for one reason or another, these attempts have all heretofore come to nothing.

The significance of the retainer to Wise & Lichtenstein is to be gleaned from the performance of this firm in the "Old Crow" whiskey cases. Pirates used to put out bogus "Old Crow" brands of whiskey upon the market, by hundreds, and for a while the owners of the genuine brand attempted to stop the piracy through criminal proceedings instituted against the pirates. Each pirate had his own little "pull," however, and instead of going out of business grew bolder than before. Thereupon Wise & Lichtenstein were retained and appealed to the civil side of the court for redress for their clients. The result was the institution of over fifteen hundred suits against as many pirates. In each case Wise & Lichtenstein sued for and got damages—and to-day there is no fake "Old Crow" whiskey on the market.

Mr. Wise refuses to make public his plans, but while he was giving utterence to the brief sentence quoted above the same glint was in his eye and the same firm lines about his mouth as were there when he was prosecuting the "Old Crow" cases.

If the Henry Clay pirates are wise they will go out of business before Mr. Wise gets after them.

A New Union Factory in New York.

Walter M. Friedenberg & Co. have opened a new union labor cigar factory in New York city at 404 and 406 East 93d street.

Walter M. Friedenberg is well and favorably known in New York, having long been connected with Maurice Kain & Co.

It is confidently expected in the trade that the new firm will have a successful and prosperous career.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

FOR SALE—Good corner Cigar Store with established box and retail trade of 15 years standing; suited for small manufacturer. Box 124, Care of The Tobacco World, Phila. 5-14

WANTED—Cigar Salesman for New York made A 1. Clear Havana line. Liberal commission to sell good retail trade; choice of territory. Address SALESMAN, Box 120, care of The Tobacco World, Philada. 6-4

EXPERIENCED manufacturer, established business, wants partner with five to ten thousand dollars, to enlarge business; sure success. Address CLEAR HAVANA, Box 121, care of The Tobacco World, Philada. 6-4

WANTED—Foreman for cigar factory (out of town), to make hand work; capable of managing 100 hands. State age, experience and reference. Address MANUFACTURER, Box 119, care of The Tobacco World, Phila. 6-4

CIGAR BOX MAKERS — We have 5,000 Mortised Brands, 200 fonts of Wood and Paper Type, and Cigar Box Machines for sale. Let us know your wants. LANCASTER CIGAR BOX CO., 515 N. Cherry St., Lancaster, Pa. 5-28-4t

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

NOTICE TO THE TRADE.

The trade is hereby notified that John H. Duys has this day been admitted to membership in my firm, and that the style of the same has been changed to H. DUYS & CO. Respectfully, H. DUYS, JR.,
Branch of the Amsterdamsche Tabaks-handel Maatschappy, Amsterdam,
160 Water street, Holland.
New York, June 1, 1902. 6-4-1

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Sumatra by the Ryndam.

The steamer Ryndam, of the Holland-America Line, reaching New York from Rotterdam on June 1, had on board the following consignments of Sumatra tobacco:

	Bales
A. Cohn & Co.	414
Sutter Bros.	108
Jos. Hirsch & Son	106
E. Rosenwald & Bro.	90
Rothschild & Bro.	83
Hinsdale Smith & Co.	74
For Philadelphia	52
A. Blumlein & Co.	40
F. & E Cranz	31
Order	22
G. Falk & Bro	21
E Spingarn & Co.	14
S. Rossin & Sons	14
Herz Bros.	6
S Dresdner	5
The Hilson Co.	2
Total	1,082

New Officers in American Snuff Co.

C. K. Brown, auditor of the American Snuff Co. has resigned. He is succeeded by E. W. Somers

Geo. D. Woodside, treasurer of the Company, has tendered his resignation, and it has been accepted to take effect July 1. E. D. Christian is to succeed him.

The Inscription of June 3.

The inscription of Sumatra tobacco in Amsterdam on June 3 contained offerings of over 19,000 bales.

A Cohn & Co. purchased 276 bales Deli My A, 127 bales Deli My A B and 33 bales S M Sumatra F.

The American Cigar Co. took 550 bales.

The United Cigar Manufacturers secured 460 bales.

Among other American buyers are E. Rosenwald & Bro. E. Spingarn & Co. and Lichtenstein Bros.

Following is a list of the tobaccos sold:

LANCASTER'S REPORT.

A fair trade is reported by local leaf men, and about 400 cases of old goods were bought during the week by the United Cigar Manufacturers. Several transactions, each covering 100 cases or more, have been made by city packers.

Considerable planting has been done during the week, and by Saturday the greater part of the acreage will have been put out.

The cigar trade is slowly reviving, and better reports are now being received from country points.

Late News from Cuba.

The market has been interrupted through the holidays, but has nevertheless demonstrated its firm tone noted previously, and sales foot up over 4,000 bales, mostly Remedios, but also some Vuelte Abajo low grades for cigarette manufacturers Most of the purchases were made in the interior of the island. The tendency continues to favor a decided rise ere long, owing to the shortness of the crop in all districts with the exception of the Partido region, and it is claimed by all packers that the first cost is considerably higher this year, prices for the 1902 growth will rule nearly 50 per cent. higher than in 1901, unless manufacturers north should restrict their use of Havana tobacco, which hardly looks probable.

Remedios tobacco—The situation of this article is creating widespread talk. The new crop is universally admitted to be very short in quantity and therefore the stocks of the old crop held in Havana will be barely sufficient to offset the missing quantum. The poorer grades and growths have almost all disappeared, and what is left consists of from good to extra choice

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa.
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

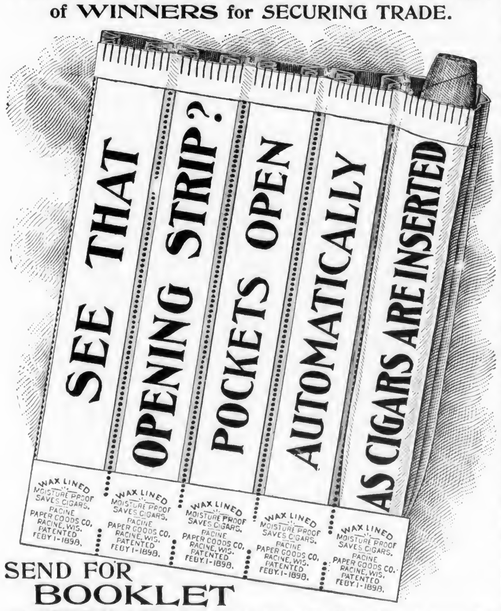
J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

G. W. McGUIGAN,
Manufacturer of
Hand-Made Cigars:
"American Fives"
"Cassandra"
"Light Horse Harry"
"Purista"
Leaders in Five and Ten-cent Goods.
Private Brands to order.
Red Lion, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler, 2 for 5 Cts.**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR **BOOKLET**
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

escojida first and second capaduras, and that these will command higher prices when the demand sets in is conceded even by the bear party.

The American Cigar Co. has been the chief buyer of all grades of Remedios and although officially it is stated that it is not any longer in the market for more goods, some doubt might be entertained in this respect. A fact is that bids were made by this company upon some of the finest grades and growths, but were not acceptable to holders. Who will win in the end remains to be seen, still if statistics are worth anything at all, then the present holders are in possession of four aces. It would only require about $2,000,000 to virtually buy up the present stock of first and second capaduras, and this is where the danger lies for the cigar manufacturers north, if they fail to stock up for at least one or two years to come as the 1902 crop will not be fit for use until 1904. For the American Cigar Co. $2,000,000 is a compara tively small sum, and who knows what the secret plans of this power ful concern are? When the raw material is in one hand, how will the independent cigar manufacturers north be able to compete with an inferior domestic raw product against a superior manufactured article? To be or not to be, that is the question!

Vuelta Abajo.—Some complaints are heard already of poor yield, that is to say the percentage of colas and botes appears larger in the escojidas than at first calculated upon.

Partidos.—Although the best in yield and quantity, competition has driven up the prices so much that as high as $5 per bundle for wrappers has been paid, and as all manufacturers will have to use Partido wrappers, there being virtually none to speak of in the Vuelta Abajo, the high prices might be warranted under the circumstances.

Holidays interfered with the escojidas but next week all will be in full working order again, unless dry weather prevents some. Havana was turned upside down, and to the stranger accustomed to the 4th of July noise everything must have sounded familiar, as firecrackers, rockets, bombs and toy pistol shots were heard everywhere. The noise was deafening at times. The illumi nations at night were superb and the fireworks on the Morro Castle side of the bay were unique, and surely the famed Venetian nights must have been surpassed in grandeur. The universal cry was, that nothing like it had ever been seen in Havana. The crowd was in the main good natured, only exceptions of drunkenness occured and one policeman was stabbed during the four days of merry making, this is surely a good augury for the new Republic and illustrates the fitness of its citizens to keep order even under trying circumstances. Of course, a few accidents occured through carelessness in handling the dangerous bombs and other firearms.

Arrivals.—Venancio Diaz, from New York, returned to his adopted home. Alberto Santiso, of Crump Bros., Chicago, came on a visit to his native place.

Departures.—Ramon Prieto, of the well known firm of Sobrinos de Antero Gonzalez, left on the Spanish steamer Alfonso XII on a vacation for Spain, accompanied by his family. Ferd Oppenheimer left for New York by the steamer Mexico on May 25, and also John T. Wardlow, general manages of F. Garcia Bros. & Co. Mr. Santiso is booked to go via Tampa on Monday by the Mascotte. Don Gustavo Bock also left on the Mexico for New York.

Bruno Diaz & Co. will start their packing in Remates de Guane on June 1st.

Muniz Hno. & Co. are going to open an escojida in San Antonio de los Banos having bought some 20,000 matules of wrappers costing from $3 to $5 per matul (bundle) of 210 leaves, and having paid such prices the tobacco must be of the best produced in the tumbadero district. In the famous Montezuelo district this house has made contracts with the vegueros to pack from 500 to 1,000 bales.

Aixala & Co. are busy likewise in their packings in the tumbadero district.

Jorge P. Castaneda stopped work this week in their large packing in San Antonio de los Banos, but commence again next week.

Cano y Hnos., besides their packings in Alquizar and Palacios, will make an escojida of 2,000 bales of the aromatic Artemisa crop in the town of the same name.

Florentino Menendez is ready to show several vegas of new Partido temprano (early growth) tobacco fit to be worked at once by the clear Havana cigar manufaeturers north.

G. Salomon & Bros. received some excellent new Vuelta Abajo tobacco and which being also of the temprano part may soon be ready for the manufacturers to work, as well as their Partido vegas.

Cigar manufacturers were considerably hampered by the holidays as most of the cigarmakers refused to work from Monday to Friday, therefore naturally the output was reduced to a mimimum, as only factories like U. Upmann & Co. and others who had rush orders worked as much as the workmen cared to do.

Garcia & Co. successors to Campano Garcia & Co. are now hard at work in their various escojidas in Guira de Melena and in the Vuelta Abajo.

Weather in Havana dry and hot.

Arrivals of Tobacco in Havana.

	Week ending May 24, bales	Since Jan. 1 bales
Vuelta Abajo	437	15,632
Semi Vuelta	17	501
Partidos	385	6,641
Remedios	236	58,857
Matanzas	—	65
Santiago de Cuba	—	12
Total	1,075	81,708

Trade in Reading.

While the local trade in the cigar manufacturing business here has been somewhat dull the past several weeks, yet the output of May was far in excess of what it was during the same month last year. More hands are also employed and a general improvement in the condition of trade is looked for. Several of the new cigar factories recently started are doing nicely and employ from four to ten hands The shipment of cigars to the coal region has fallen off considerably since a strike has been declared, although some goods are being sent there.

Yocum Bros.' factory is rushed with orders. Their sales of Y. B. cigars is considerably ahead of what they were last year. The firm reports a large demand for their product in the west. The Spana Cuba, a nickel brand, still continues to be a good seller.

E. E. Kahler, reports a big sale of his Ben Austrian cigar, named in honor of Reading's well-know young artist. He reports the trade outlook as being very favorable.

Steppacher's cigar factory has increased its output. This is the largest union label factory in this district, and makes a specialty of fine hand-made cigars. Mr. Steppacher believes that the year will be one of the best this industry has enjoyed for a long time.

William Wilson, formerly of Green's cafe, Philadelphia, has been engaged by M. Luther Goodhart to take charge of his new bowling alleys, which are located in the rear of his cigar store. Mr. Goodhart recently placed a new brand on the market called Goodhart's Bowlers, which is packed in a neat box with an attractive label.

The cigar box factory of A. Thalheimer & Son, is busy on large orders for the cigar trade and other specialties. The factory is working overtime every night in the week until 9 o'clock.

Valentine Wilk, manufacturer of the Germania cigar, who recently took possession of his new residence, factory and cigar store at 100 Oley, street, has completed a number of alterations to the place and held his openiug on Saturday. Handsome souvenirs were distributed to each caller. Mr. Wilk intends to make a specialty of the box trade.

The cigar factory operated by Stewart, Newberger & Co. is very busy at present. A number of new hands have been put to work and more are needed. The firm is crowded with orders and is considerably behind in them. Their summer trade has been heavier than usual. The Louis Mann is their leading brand.

Harvey J. Hetrick, who for many years conducted a cigar factory at Sixteenth and Cotton streets, has retired from business and moved to his 75 acre farm below Black Bear, this county, where he will engage in trucking on an extensive scale. Mr. Hetrick was obliged to give up the business owing to failing health.

At Council Bluffs, Iowa, on May 24th, John G. Spatz, a well-known cigar manufacturer of Reading, and a member of the firm of J. G. Spatz & Co., was married to Miss Catharine Stein, also of this city. Mr. Spatz has been making an extended trip through the West, and was joined at that place by his affianced. They will continue the trip planned by Mr. Spatz and will be home June 15th. The wedding was a complete surprise to their many friends, although the engagement had been known for some time. The bride is a very accomplished young lady. Mr. Spatz is a very successful and wide-awake business man, and has the best wishes of many friends. A royal reception is being planned for Mr. Spant and bride upon their return.

Latest News from York, Pa.

Owing to the widespread dullness in their line of trade, the La Buta Cigar Co. have closed their factory for a few weeks.

E. A. CÁLVES & Co. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN LITHOGRAPHERS AND PRINTERS.
Samples furnished on application≈
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED≈

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Quality Commends THE **Star of Trade** CIGARS
Manufactured by **A. W. ZUG,**
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

Great Sire
A National Leader in **Five Cent Cigars**
MADE BY **J. E. Hostetter,** Hanover, Pa.
Manufacturer of **High-Grade Union-Made Goods.**

Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Reduced to $2.50 per lb.
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

Memorial Day in Red Lion witnessed a destructive fire to the stock of the Porto Rico Leaf Tobacco Co., Charles Salomon, of New York, proprietor. The origin of the fire is unknown. It is reported that at the time of the fire there was $10.000 worth of leaf tobacco and high grade cigars in the building, the damage to which was chiefly by water. The total loss will reach $2,500, which is fully insured.

Edward Neiman, of Thomasville, is converting his present large establishment into a union factory.

Juan Rubino, of Emigsville, whose place was consumed by fire in February last, will remove from his present place of business and locate elsewhere at an early date.

Report says that an effort would be made to establish Charles Willis, of the firm of D. A. Shreiver & Co., permanently on the police force, in recognition of brave services in the face of danger. From what could be learned it seems that a practical joker entered the open door of their place of business after closing hours, and stationed himself between two cases of tobacco. Now, Charley could see only the hat of the intruder, and does he violently resint the intrusion and eject the visitor? Not exactly; but I am sure he intended to do so. Charley's plan was to cautiously open a back door and then station himself on the outside of the front door, at the same time holding the knob securely. Afterwards Charley left and then returned several hours later, but the visitor had in the meantime left. Charley says if he catches any one in his place again he will hurt him, therefore we conclude he may be forcibly ordered to join the force.

BALTIMORE BREVITIES

Samuel Heller, who was for some years superintendant with Kraus & Co. at Hanover & Pratt streets, has begun the manufacture of cigars on his individual responsibility, at 7 West Pratt street, and the venture is already promising much success.

His brands will be Carenta, Civilles and La Hellero, of which the last named will be a clear Havana product.

An order has been already placed with Messrs. Petre, Schmidt & Bergman, of New York, for the lithograpic work, through the firm's representative Mr. H. B. Cochran. The work will be pushed through as vigorously as its delicacy will permit.

Charles R. Becker & Co., on W. Baltimore street, are closing out their stock. Mr. Becker has not enjoyed very good health lately, and wishes to retire from the business.

The Horwitz Cigar Co. has removed its plant to 500 and 506 E. Monument street, formerly occupied by the Independent Tobacco Co., which has removed to 417 Exchange place.

Meyer D. H. Lipman, who succeeded to the retail business of P. F. Pipitone some time ago, is doing a good local trade in the popular brands and some of his own manufacture.

Lilly, Duncan & Co., wholesale and retail cigarists, in the Continental Trust Co. building on East Baltimore street, are extending their business quite rapidly. A special window display is being made this week of the Saborosa of Vetterlein Bros., Philadelphia.

Buckingham Bros. & Co. will soon be ready ro place on the market a new nickel product under the name of Trix.

The Estandarte Cigar Co., on S. Gay street, is offering quite an exceptional line in clear Havana cigars, and is making fair progress.

Trade-Mark Register.

Anti Nervous. 13,690
For cigars. Registered May 28, 1902, at 9 a. m., by W. W. Sweisfort Co., Philadelphia, Pa. (Used for more than 8 years.

The Original North Western. 13,691.
For cigars. Registered May 29, 1902 at 9 a. m., by the Baer-Sprenkle Co. West Manchester, Pa.

Fresh Made. 13,692.
For cigars. Registered June 2, 1902, by Christ Schurr, Philadelphia, Pa.

Bow Creek. 13,693.
For cigars. Registered June 2, 1902, at 4 p m., by M. S. Geraghty, Philadelphia, Pa.

REJECTIONS.
La Zelia, North Western, Minnesota.

CURRENT REGISTRATIONS.
Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Governor's Southern Home, La Cabrita, Castle Crag, Baron Rothchild, Gold Piece for a nickel, El Montoso, Flor de Corrales, Admiral Martin Van Tromp, Show Girl, Kocian, Honest Butt, Carlos Zaldo, Doby Up, Bellevue Stratford, La Fonduca, Obispo, Cuban Council, Herbert G. Squiers, Judge Best, Henry Grattan, Royal Plum, Fine Plum, Bestofall, Bestovai, Wm. D. Moseley, Johnathan Jennings, King Tody, Stevens T. Mason, Spanish Ribbon, Mount Shasta, Areca, La Girbana, Queen Tody, Prince Tody, Midway Beauty, King Narmar, Ban Tan, Correspondencia, Smoker's Special, Mount Pelee, Gambrinus Golden Jubilee, Ernest Smokers, Judge Best, Porto Morro, Chicago Maid, El Maestoso, Senoritas de Hyde Park, Carlette, Has Beens, Fairy Circle, Cupid's Kiss, Bed of Roses, El Groupa, George S. Boutwell, George Frisbie Hoar, Nilus, La Lucilon, Pin Money, Caulkers, Royal Shepherd. Lilliosa, Lawartha, Ajax, W. & J, Henry VI. El Lantana, Bastillo. Campaigner, Lira The Original Knockers Club, Ure Unkle, Barincana, Cubalette, The Young Republic Cuba, Canada Russet. American Cuckoo, Senator Hoar, Creamavana, Zenobia, Lilly, Herzonian, Houstonette, Las Cremas Cubanas, La Flor de Aromatica, El Fumeros, Castro Portuondo, Birch Bark.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Onnig S. Kalijan Slain.

He was a Manufacturer of Turkish Cigarettes in New York.

Onnig S. Kalijan, well known in the Armenian colony of New York city as a manufacturer of Turkish cigarettes, was found in his bed, beaten to death, in his rooms over his store at Fifty-second avenue, shortly after mid night on the morning of May 29. The police are confident that Kalijan was killed by his salesman, Mirhan Caraman, who died on May 29, in Bellevue Hospital from a pistol shot wound in the head, believed to be self inflicted; but what the two men quarrelled about, or how they could have indulged in so fierce a fight, without rousing anybody, is not known

Kalijan has been a maker of cigarettes in New York for a good many years. His last place of business was on the southwest corner of Second avenue and Third street. He employed five men there, and Caraman, who had a trade among the hotels and clubs, marketed the goods he made.

Mrs. Barbara Loebert leased the floor above the cigar store, and she rented a room to Kalijan. Several weeks ago Kalijan brought Caraman home with him and he also rented a room from Mrs. Loebert. The two were frequently together.

Some of Kalijan's cigarette makers say that Caraman had complained of late that Kalijan kept the price of cigarettes so high that it was difficult to compete with other makers. There had been some harsh words over this. Caraman wanted Kalijan to reduce the price, but none of the men believed that Caraman committed murder for so trifling a thing as this.

Caraman returned home and went to his room before 10 o'clock Wednesday night. Kalijan closed his store and retired to his room, next to that occupied by Caraman, at midnight. About 2 o'clock Mrs. Loebert was arouse by groans from Kalijan's room. She entered and found him lying on the floor, his head beaten to a jelly.

Two policemen were summoned. They entered Caraman's room and found him lying on the bed with blood flowing from his mouth A bullet had entered the roof of his mouth and lodged close to the brain He was sent to Bellevue Hospital in the same ambulance with Kalijan When the policemen lifted Kalijan from the floor he was still alive and cried "murder" three times in a faint voice. He died an hour later at the hospital.

Caraman, according to one story was lured into a dive on Clinton street about two months ago and then drugged and robbed of $150, practically all the money he had in the world. Later he caused the arrest of a man who, he believed, had helped to rob him. The man was discharged and Caraman, disgusted with American justice, bought a revolver and started out himself to look for the thieves. It resulted in his being arrested and fined for carrying the revolver without a permit. Since then his friends say he has been acting queerly.

Imports of Cigars and Leaf Tobacco
FROM HAVANA
Per steamers Niagara and Mexico.

CIGARS	cases
Park & Tilford, New York	27
Waldorf-Astoria Segar Co., New York	22
Acker, Merrall & Condit, New York	20
B. Wasserman, New York	11
S. S. Pierce Co., Boston	10
M. Blaskower & Co., San Francisco	6
M. A. Gunst & Co., San Francisco	5
G. W. Faber & Co., New York	4
G. S. Nicholas, New York	3
S. Bachman & Co., San Francisco	1
Total	109
Previously imported	3,271
Imported since Jan. 1, 1902,	3,380

LEAF TOBACCO	bales
J. Bernheim & Son, New York	100
Theobald & Oppenheimer Co., Phila.	67
S. L. Goldberg & Sons, New York	54
Rothschild & Bro., New York	52
G. Falk & Bros., New York	44
A. Pazos & Co, New York	44
A. Gouzalez & Co., New York	35
Egerton & Joel, Boston	26
A. Blumlein & Co., New York	20
Order	20
Order	20
E. A. Kline & Co, New York	19
M. Cruz, New York	18
Order	15
Loeb-Nunez Havana Co., Philadelphia	11
American Cigar Co., New York	10
I. Bijur & Son, New York	10
M. Ceuto, New York	10
M. Kemper & Sons, Baltimore	10
Newgass & Greenhut, New York	10
Oblinger Bros. & Co., Lancaster, Pa.,	10
Order	10
L. Friedman & Co., New York	5
I. Kaffenburgh & Sons, Boston	5
Kohlberg & Co., San Francisco	2
Total	627
Previously reported	51,980
Imported since Jan. 1, 1902,	52,607

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling **Package Goods**
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

MAKE MORE CIGARS

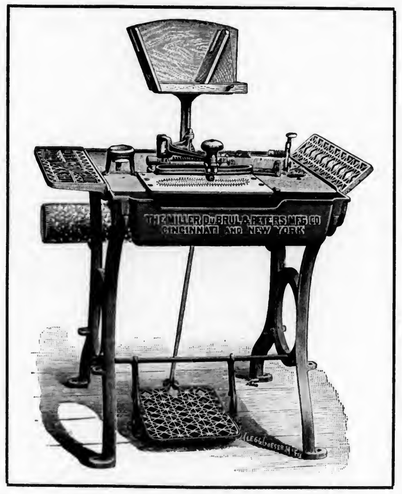
Your natural ambition is to make more cigars, better cigars, handsomer cigars and to do it in the most economical manner.

We have a cigar makers' table that will permit you to satisfy your ambition to the full.

It is the DuBrul Dieless Suction Table.

Its chief merit is wrapped up in that word "dieless".

This Table, as shown in the cut herewith, has no dies or rollers; consequently, it eliminates all the bother, expense and time necessary to keep the dies and rollers in proper shape to work at all.



The cutting is done by a circular knife, which swings out of the operator's way after the wrapper is cut. The knife does far better work than any die. It is easier to keep in proper cutting condition—it needs no adjustment—it will never roll up, nor tear a wrapper, no matter how sticky, and never leaves a white streak on the edge of dark wrappers as all dies are bound to do.

Having no cumbersome mechanism in the way and being free from the constant exertion entailed by such mechanism, the operator works faster and does better work.

The freedom from obstruction induces palm-work instead of finger-work, which is of obvious importance.

The operators like this table because it is so simple, there being no hidden mechanism and no complicated parts. They will not work on other tables if they can get work on this.

This Table does away with all the objections to and imperfections of the old-time tables and is the latest and most important development in the art of making perfect cigars.

You ought to have it.

No cigar manufacturer who is looking out for his own interest can afford to have any other tables, even if he got them for nothing.

But in case you don't agree with us, we beg to remind you right here that we can sell you the best table with dies, and you can see both styles side by side at either of our offices.

We can't tell you all about it here because it is a long story.

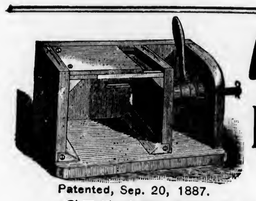
A letter from you will bring full information.

When writing ask for Booklet w s.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY



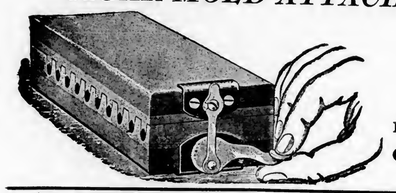
Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of Knock-Down Cigar Boxes AND CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We hear of an occasional sale of the 1901 crop of tobacco, yet at what the growers claim as unsatisfactory prices. It is rather amazing that a well informed grower should assort and pack his crop, and then sell it at a price that he is ashamed to mention. He ought to know that to sell now, when it is just time for it to get into the sweat, is no time to offer his goods for sale. There is every reason to believe that but a slight boom is needed to cause the picking up of every box of leaf at increased rates. We were informed by a manufacturer of cigars that he couldn't buy a pound of light-colored, force-sweat wrappers for lessithan 80 to 90 cents, and the very best was higher yet, and he thought that Connecticut Havana would be practically out of the market before the snow flies.

Our correspondents write:

Feeding Hills: "Tobacco setting commenced on the E. H. Smith farm, also at Mrs. Roche's. The former is setting under the cloth cover, where twenty acres are to be set and raised in that way. His remaining one hundred acres will be raised in the open, or in the ordin ary way. The setting in general will not commence until after the twenty-fifth, though the land is being made ready as rapidly as possible."

North Hadley: "We have a few large growers of tobacco; prominent among them are Frank Scott, who raises thirty acres, James Day, about fourteen acres, and Mr. Wilson (both of these last-named assort and pack a good many crops), George M. Crafts, fourteen acres (he has just sold his 1901 crop at p. t.), and P. Ryan grows about ten acres, and a host of others from five to eight acres each. North Hadley is noted for its fine leaf."

Hadley: "This fine old town has some rather extensive growers; probably Frank S. Reynolds raises the most, then Austin Cook, Lyman Cook and Thomas Burke are among the largest growers. Mr. Burke buys and packs a good many crops each year. The work of transplanting has now become quite general. About the usual amount will be set."

Southwick: "The work of setting tobacco is now quite general. Plants have come on rapidly the past few warm days. C H. Stone is preparing to raise 10 acres under shade. At least 4 new curing barns are to be put up."

Suffield: "Several parties commenced transplanting as early as May 14, but is general over the town now. The Bissell, Graves Company have the frame for shade growing of 15 acres up, and are putting on the cloth. So it seems they are not afraid that it will not be in demand."

North Hatfield: "Transplanting is now quite general, and plants in fine condition. C. H. Crafts has four acres set, and plants enough dug to set another acre."

Wethersfield, Ct.: "Tobacco plants are coming on finely, considering the cool and dry weather we have had. We need rain very much. None set as yet."—American Cultivator.

BALDWINSVILLE, N. Y.

There is practically no market here. The local buyers report that most of the 1901 crop has been bought up, although there are a few good crops still in the growers' hands, but they are scattered over a large territory necessitating a good deal of riding by the buyers to find them. A. Heinke, representing Chas. Goldsmith & Co., of New York, is still in the market for good grades of last year's crop and has been riding a little this week, but is not reported as having made any

W. H. RAAB & SONS,

MANUFACTURERS OF

La Cubana Cigar Factory No 463

High Grade Cigars.

HANDMADE PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples.

East Petersburg, Pa.

Special Brands made to order. JOHN E. OLP, Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

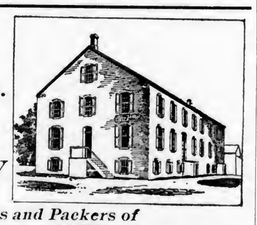
York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices. **Mount Joy, Pa.**

purchases. Mr. Heinke returned Sunday from Ohio, where he has been for several weeks. His firm has purchased about 650 cases in Ohio, principally Gebhardt, part of which will be brought here for handling. Elias Bach & Son shipped 25 cases from their warehouse this morning and there have been a few other small shipments from other warehouses during the week. Notwithstanding the cold weather, the plant beds are in a fairly prosperous condition, although the plants are of course backward.—Gazette.

MIAMISBURG, OHIO.

No buying worthy of mention is reported from this vicinity, though a crop or two are occasionally sold.

Farmers are devoting their time towards preparing the ground and getting ready to start the crop of 1902. A small acreage has already been transplanted, but the weather is so cool that the ravages of the cutworms are likely to necessitate replanting of the same. Transplanting machines are on the move. A frost Wednesday morning nipped the young plants in some localities where the canvas had been removed from the beds, though no serious injury had been reported.—News.

EDGERTON, WIS.

The buying movement is slacking up since the farmers have become so busy with crowding work that they have little time for talking. Some riding, however, is still being done though the volume of sales have fallen off greatly, though the trading is done at former quotations, ranging about the 9 cent mark for the wrapper and binder grades. Old leaf is moving only moderately. George Rumrill reports the sale of several good sized lots of 1900 of late. Word comes from New York that a 1,000cs lot of the Culton packing of 1900 has been disposed of.

The plant beds have been coming forward very rapidly of late, so fast in fact that the work of preparing the fields is now crowding the growers. A good many plants are now large enough for transplanting and in a few cases the planting of the crop has commenced, though the date is a week or ten days earlier than most growers care to start this work. Some complaints of damages to plant beds by fleas or bugs have reached us, but as a general proposition an abundance of plants for all intended acreage is promised.

The shipments out of storage 500cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market opened only fairly steady with smaller offerings on the breaks, and large private sales of Bremer cigar and snuff tobaccos. Prices were easy and noticeably lower on tobaccos out of condition. Altogether prices are very low on all grades from Low Medium to Fine, while Lugs and Common Leaf remain in demand at unchanged prices. Bremen styles, cigar wrappers and plug wrappers were never better or cheaper. Price and quality causes free buying. Planting about three-quarters done in dark district; very little in western district. Plants scarce. Insects got in their work. Hoppers and cutworms bad.

Lugs—Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6½c.
Leaf—Com., 5¾ to 6¾c; Medium, 7 to 8c; Good, 8 to 10c; Fine, to to 12½c.

MONTHLY REPORT—MAY.

	1902	1901
Receipts for month	2,340	22,50
" " year	88,40	75,00
Sales for month	2,208	21,28
" " year	3,449	4,371
Shipments for month	2,492	1,725
" " year	4,886	5,921
Stock on sale	5,363	3,290
" sold	861	1,757
" on hand	62,24	5,047

Receipts for the week, 420 hhds; year, 8,515. Sales for the week, 590; year, 2,316 offerings, 390, rejections, 119.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 787 hhds.; offerings on the breaks, 1,027 hhds; sales 727 hhds.

The market was very strong for the upper grades of spinners and cigar wrappers, and irregularly easier on other sorts of leaf.

The offerings of lugs continue very small and prices were generally ¼c lower. As receipts are falling off warehousemen will be able to work down their stocks.

Planters are making every effort to get out their tobacco crops but the showers have been scattering, and the percentage planted varies greatly in different parts of the district. We have had this week the "Blackberry winter," the mercury falling to 44 degrees on the morning of the 28th and 46 degrees on the 29th.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

Tobacco Awards at Charleston.

Medals for tobacco exhibits at the Charleston, S. C., exposition have been awarded as follows: Gold, Briggs & Fleming, Wilson, N. C., orange wrappers; J. G. Roney, Wilson, N. C., tobacco; Board of Agriculture, Raleigh, N. C., tobacco. Silver—The W. L. Petty Company, Rocky Mount, N. C., tobacco. Bronze—John Faulkner, Goldsboro, N. C., tobacco. Honorable mention—A. Parham, Goldsboro, N. C., tobacco.

Tobacco War in Canada.

The Canadian manufacturers of tobacco are now making faces at the American Tobacco Company. The big American corporation has two branches in Canada, one the American Tobacco Company in Canada, which manufactures cigarettes, and the other the Empire Tobacco Co., Ltd., which manufactures tobacco.

About the first of the year all Canadian wholesalers received the following circular:

THE EMPIRE TOBACCO CO., LTD.
Montreal———

Dear Sir,—We will be glad to sell our brands of tobacco to you upon the following terms and conditions, viz.:

1. All tobacco which we may sell to you you are to sell to the retail trade only for retail purposes; you are to sell none to other than retail dealers except by our written permission.

2 You shall at all times sell our tobaccos at such prices only as we may fix in selling lists sent to you.

3. The cost of freight from our factories is to be paid by us, but you will pay the cost of freight to your customers; you will, however, prepay freight to competing points, but to those points only.

4. If you handle no manufactured tobacco made from Canadian leaf, or made from a combination of Canadian and foreign leaf, excepting the brands made by us, and if you in all respects fully comply with the terms and conditions of this agreement, we will pay you a rebate of 5 cents per pound.

5 Settlements and payments of rebates are to be made as follows: Once every thirty days, commencing sixty days from the first day of the month in which this agreement is put in force, provided such shipments have been paid for.

6. All obligations on our part to pay you any rebate for the sale of our tobaccos which we may sell you are and shall be dependent upon your strict compliance with the agreements herein contained, and more especially that you will not sell any of our tobaccos for a less price or upon different terms than those fixed on our selling lists sent to you If you should sell or dispose of any of our tobaccos at less than such price, or on different terms, you shall forfeit all right to the payment of any rebates on tobaccos which you have previously purchased, and on which rebates have not been paid to you, such forfeiture to be determined and declared by us alone.

7. Payments for all tobaccos which we may sell you are to be made by draft, thirty days net, from date of shipment.

8. This agreement can be terminated by either party, at any time, by giving written notice to that effect.

9. No employe of this company has any authority whatever to change or modify this agreement, or any circular, letter or price list of this company.

10. This agreement shall take effect from date hereof, and shall supersede all agreements regarding our tobaccos then existing between you and this company.

Your agreement in writing hereon to sell our tobaccos under the above terms and conditions, when executed by you, will constitute a binding contract between you and our company. Very truly yours,

THE EMPIRE TOBACCO CO., LTD.
(Signed)————President

———the undersigned, agree to sell the tobaccos made from Canadian or a combination of Canadian and foreign leaf, of the Empire Tobacco Company, Limited, upon the terms and conditions set forth in the foregoing written proposition to us. To the faithful performance of all such terms and conditions we hereby agree and bind ourselves.

Dated———

Signed———

Judge McTavish, judge of Carleton County, it has recently been announced from Ottawa, has been appointed to inquire into the complaint of the Canadian manufacturers. Judge McTavish is expected to summon both sides before him.

At the American Tobacco Co's offices in New York, The Tobacco World reporter was told on Monday last that nothing of the matter was known in New York. The Empire Tobacco Co., is perfectly able to take care of its own affairs.

Following is a list of the Canadian manufacturers who are said to have petitioned Judge McTavish:

The George E. Tuckett & Sons, Limited, Hamilton, Ont; the McAlpin Tobacco Co., Toronto; the Consumers' Tobacco Co., Limited, Leamington, Ont; the Erie Tobacco Co., Limited, Kingsville; the Dominion Tobacco Co., Montreal; the St. Lawrence Tobacco Co., St Laurent, Que.; B. Houde & Co., Quebec; the Rock City Tobacco Co, Quebec; J. Lemesurier & Sons, Quebec; J. U. Gervais, Joliette, Que.; J M. Fortier, Montreal; the Oriental Tobacco Co., Montreal; N. Landry, Montreal; T. Tetrault, Montreal; T. B. Riley, Charlottetown, P. E. I; D. T. Riley, Charlottetown; Hickey & Nicholson, Charlottetown; A. McKenna, Pictou, N S; the Imperial Cigarette and Tobacco Co., St. John, N. B

Tobacco Growing in Connecticut.

Some Essentials to Success.

In what are known as the "tobacco towns" of the Connecticut Valley, tobacco growing is the predominant industry. Practically every farmer raises the weed, to some extent, and nearly every one is "in it for all he is worth." It is useless to urge upon such farmers the wisdom of diversified farming. Tobacco is the one exacting crop that taxes their energies and resources to the utmost. Many of

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade **Union Made CIGARS**
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

BENNINGHAUS Tobacco Company
BALTIMORE, MD.
Manufacturers of
Smoking and Chewing Tobaccos
Under the following Brands:
"RUNNER" Long Cut
"WHITE FOX" Scrap Cut
"FOUR LEAF" Mixture
Importers of *Sumatra and Havana*, and Dealers in all kinds of *Leaf Tobacco*.
Always in the market for **Cigar Cuttings**.
Correspondence solicited.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

them do not have even a decent kitchen garden. They have fallen into deep ruts, that are growing deeper year by year, until they can not, or think they cannot, turn out out of them. Every other farm crop or phase of farming is with them tributary, or, at least, secondary, to the autocratic Indian weed.

The tobacco campaign of work for the season began as soon as the frost left the ground. Tobacco in the open field must be grown and matured between late and early frost. In the latitude of Connecticut this is an uncertain but limited period, sometimes not exceeding one hundred days. It is therefore necessary to prepare and sow tobacco beds early, in order to have plants of suitable size ready for early transplanting. A considerable time is required in which to produce the plants, as they grow very slowly as long as the weather remains cool and frosty or chilly nights prevail The seed is usually sprouted in advance of sowing, and some time is gained in this way. The growth of plants might be forced by artificial heat, but this is not thought expedient. Most plant beds are protected by cloth or glass, but all coverings are removed when weather conditions permit, that the plants may be hardened by exposure. This spring plants in many seed beds, but not in all, had begun to make some showing of growth by the middle of April.

An old rule of farmers declares the time for planting corn to be when the oak-tree leaves are as big as a mouse's ear. But there is no fixed rule for planting tobacco. The time is not denoted by a date in the almanac, but is absolutely dependent upon the size of the plants available. The fields may be prepared and in readiness, but if the plants are not ready, the fields must wait. There is a great difference in the growth and development of tobacco plants in the plant beds of a township and those of adjoining farms. Possibly there may be no two that on a given date are exactly alike in all respects. Here is a fine chance for farmers to show their skill—for it is skill, not luck, that commands success in growing tobacco, from the tiny young plant to the ripe and perfect wrapper leaf.

The failure of a novice in tobacco culture is very apt to begin in the plant bed. The farmer who possesses the skill and experience which the novice lacks, will take a degree of pains with his plant bed, that might seem entirely unnecessary to a beginner. After the plants are removed the soil is kept stirred at intervals frequent enough to prevent weed growth during the remainder of the season. In the fall a very liberal quantity of stable manure is applied and thoroughly worked in o the soil. In the spring a liberal amount of one or more kinds of concentrated quick working chemical fertilizer is scattered over the bed, and intermingled with the soil. Then the bed is raked over with a steel-toothed rake until the surface earth is made fine as meal

Tobacco seed is exceedingly small and an inexperienced person will be almost sure to sow the seed too thickly, thus producing a crowded growth of spindling plants. To aid the even distribution of the seed, it is usually mixed with sand, or something of the kind.

As a rule, tobacco seed is always sown broadcast, and never in rows. The object is, of course, to economise space and the area that must be covered. It is an economy of space, but not of labor. Weeding a tobacco bed in the fashion confirmed and approved in Connecticut by immemorial usage, is nothing if not laborious. The operator usually works either kneeling on one knee, or both, or bending over half moon shape, and does all the weeding and stirring of the soil between the olants with his fingers, longing perhaps for a rubber substitute for his strained and aching spine. If the plants were regularly spaced apart, even in only narrow rows, most of the weeding and cultivation might be done with a suitable hand implement by a man standing erect, not prone like a serpent upon a plank, or kneeling to his idols among the groundlings. But this would be an innovation.

Sometimes tobacco plants come up well and grow right along up to transplanting time without a set back. In other instances, they attain a certain insufficient size, and then apparently stop and remain stationary or even seem to dwindle away, instead of making healthy growth. Then nitrate of soda or other stimulants are applied with varying effect, very much as experiments in medicine are made upon ailing patients. When a farmer sees that his plants look sickly, yellow, drooping and generally unpromising, he says to a neighbor: "I don't know what ails my plants." They compare notes, and very likely the neighbor comforts the other by owning up that he don't know what ails his plants. That's just the point—they don't know. And it's ten to one that these farmers will be driving about the country late in June, inquiring where they can buy tobacco plants. If plants are plentiful, they can get them; if scarce, they may drive many miles, spending hours and even days, in the end perhaps using inferior plants from

CARDINAL POINTS
OF THE
Liberman Suction Machine
The Cleanest Wrapper Cutter on the Market.
1—Simplicity of Construction.
2—Proper Cutting Device
3—Smooth Table for Palm Rolling.
4—Aids in Shaping and Rolling Cigars.
5—No Streaks on Wrappers.
6—No Rocking Motion.
7—No Torn Leaves.
8—Easy Operation
It is the Nearest Approach to Hand-Work.
FOR ALL FURTHER PARTICULARS ADDRESS
THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market
Union Made All Sizes

Union Made All Sizes
M. Steppacher, Reading, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to-date

CIGAR MOLD SHAPES
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Phone 2-36-71-Y.
A. KRETZSCHMAR & CO.
Steam Cigar Box Manufacturers
No. 1220 NORTH STREET,
Between Wallace and Fairmount Ave., 12th and 13th Sts.
Latest Philadelphia and New York Labels. Cigar Ribbons a Specialty.
ORDERS BY MAIL promptly attended to. PHILADELPHIA, PA

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Van Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

their own beds. Altogether too many farmers use small, stunted, spindling or otherwise imperfect plants because they have them, and their loss thereby is conspicuous from the seed bed to the harvest in the field. The lesson for those about to begin to raise tobacco is that knowledge, skill and deftness are as requisite and important for the production of good plants, as in any subsequent processes of culture. Good crops are not the outcome of poor plants

At present, farmers are busy in preparing their tobacco fields for the transplanting, which usually begins in May, sometimes as early as the time for planting corn. All through the winter and up to this time, they have been hauling stable manure to the fields from the cities, the larger towns and the railroad stations. The local supply is quite inadequate to meet the demand, and large quantities are obtained from New York and Boston.

In the tobacco fields, a notably wasteful and unchecked natural process was going on in the early and thawing spring days. The great heaps of stable manure, drawn and piled during the winter, were steaming and smoking as if being consumed by fire. This was practically the case, although the fire did not break out in visible flames. Firefanging, as it is called, burns up the most valuable part of the manure, leaving a grayish white and nearly worthless residue. If the heaps had been forked over and land plaster intermingled with the manure before it became overheated, the effect would have been to fix the ammonia and prevent it from escaping into the air, to be absolutely lost. There are other ways by which farmers can prevent this waste and loss, the amount of which, in the aggregate, is of considerable importance. By the time it reaches the fields, the cost of stable manure is large. It should all be utilized, not wasted.

This stable manure will all be spread and plowed under. Later on, various fertilizers will be applied and harrowed in. Of these phosphates, cottonseed meal and certain "tobacco manures" are most in favor. Tobacco stems are also very generally applied. Fertilizing to bacco with tobacco may be something like feeding milk back to cows, but Connecticut tobacco growers claim that it is the right thing to do.—S B. Keach, Hartford, Ct., in the Country Gentleman.

LATE REVENUE DECISIONS.

Cigar Manufacturers' Accounts.

A collector, who, in the preparation of his statement of accounts of cigar manufacturers for the year ended December 31, 1900, and the first half of last year ended June 30, 1901, on Form 144, had reported on the same sheet the accounts relating to small cigars and small and large cigarettes, has been advised that the accounts of manufacturers of small cigars should be kept separately, and on separate sheets, apart from the accounts relating to the manufacture of large cigars and cigarettes, and each account should show separately the number of pounds of tobacco material used in the manufacture of large or small cigars or large and small cigarettes, as the case may be, and the number of such cigars or cigarettes manufactured.

The accounts, as stated on Form 144, of manufacturers who make cigars or cigarettes of more than one class should show the number of each class removed from the factory properly stamped, and the number of cigarettes stamped at the rate of $1.08 per thousand should be stated separately from cigarettes stamped and tax-paid at the rate of 54 cents per thousand.

The total number of unstamped cigarettes on hand July 1, 1901, weighing not more than three pounds per thousand should be entered in column 1 of the account relating to cigarettes tax paid at the rate of $1.08 per thousand without reference to their value.

The total number of cigarettes made after July 1st and prior to January 1, 1902, less the number stamped at the rate of 54 cents per thousand, should be entered in column 2 of that account.

The number of cigarettes sold and remove from the factory tax-paid at the rate of $1 08 per thousand should be entered in column 3 of the production account, and all unstamped cigarettes on hand January 1, 1902, weighing not more than three pounds per thousand, should be entered in column 4

The fact that a number of unstamped small cigarettes on hand and inventoried January 1, 1902, may subsequently be sold at $2 or less per thousand, and tax paid at the rate of 54 cents per thousand will make no change in the statement of the previous account.

The accounts relating to cigarettes tax paid at the lowest rate (54 cents per thousand) will be squared first; crediting the account with five pounds of unstemmed leaf or three pounds of stemmed leaf, scraps, cuttings or clippings used in manufacturing each one thousand cigarettes, and the deficiency, if any, will be carried to the account relating to cigarettes tax-paid at the rate of $1.08 per thousand.

A Whole Building on Broadway

less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET. NEW YORK.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. **le Droit Building, WASHINGTON, D. C.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

UTHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

Where a manufacturer makes both large and small cigars and does not separate his material used for manufacturing large cigars from that used in manufacturing small cigars, the account as to the small cigars will be credited with five pounds of unstemmed leaf tobacco or three pounds of stemmed leaf, scraps, cuttings and clippings used in manufacturing each one thousand cigars reported manufactured, weighing not more than three pounds per thousand, and the account relating to large cigars, weighing more than three pounds per thousand, will be charged with the total quantity of unstemmed leaf, or stemmed leaf, scraps, cuttings and clippings used in manufacturing less the quantities credited in the small cigar account, and the deficiency, if any, will then appear in the account relating to large cigars.

The Commissioner, on July 16th last, ruled that a manufacturer making both large and small cigars and cigarettes will be privileged to keep separate records relating to each class of goods manufactured—one for cigars weighing more than three pounds per thousand; one for cigars weighing not more than three pounds per thousand, and one for cigarettes; and, further, that if the manufacturer makes two classes of cigarettes, one tax paid at the rate of $1.08 per thousand and another tax paid at the rate of 54 cents per thousand, he may keep a separate book, Form 73, for each class and render monthly returns Form 72, for each class.

Rebate Claims.

A special blank, (Form 481, revised) has been prepared for claims of manufacturers and dealers for rebate, under the act of April 12, 1902, of taxes on unbroken packages of tobacco and snuff on hand or in transit July 1, 1902 These blanks will be distributed to claimants by the various collectors. The regulations closely follow those issued a year ago in connection with rebate claims under the act of March 2, 1901.

The office has not prescribed any special form of affidavit, or statement of facts, required to be made by a consignor, to accompany a claim made by a consignee for rebate of taxes on tobacco and snuff which may be in transit on July 1, 1902, but any statement and affidavit prepared substantially in the following form would be accepted as competent evidence in support of the claim, namely:

FORMAL AFFIDAVIT.

Statement and affidavit of consignor to accompany claim made by consignee for rebate of taxes paid on tobacco and snuff, as provided by act of April 12, 1902.

State of——, }
County of——, } ss:

I, —— ——, of the town or city of——, and county and State aforesaid, upon my oath declare and say that —— —— was engaged in business as a——, at No — —— street, in said town or city of —— aforesaid, on the ——day of ——, 1902, and that on said date —— sold and consigned to —— ——, a ——, engaged in business at No — ——street in the town or city of ——, county of ——. and State of ——, the original and unbroken stamped factory packages of smoking and manufactured tobacco and snuff, hereafter described, and which were on that date invoiced and referred to in an accompanying bill of sale, and subsequently delivered to the —— for transportation to destination, as shown by a duplicate bill of lading issued by said——.

Inventory of tobacco and snuff, tax paid at the rate of 12 cents per pound prior to July 1, 1901, and tobacco and snuff tax paid at the rate of 9 6 cents per pound on and after that date:

SNUFF.

Size Package	Number Stamped Packages.	Weight in Pounds.
½ ounce	.....	.....
1 ounce	.....	.....
1⅗ ounces	.....	.....
2⅖ ounces	.....	.....
3⅕ ounces	.....	.....
6 ounces	.....	.....
8 ounces	.....	.....
16 ounces	.....	.....
1 pound	.....	.....
2 pounds	.....	.....
3 pounds	.....	.....
— pounds	.....	.....
Total	.....	.....

MANUFACTURED TOBACCO.

Size Package	Number Stamped Packages.	Weight in Pounds.
1 ounce	.....	.....
1⅗ ounces	.....	.....
2 ounces	.....	.....
2⅖ ounces	.....	.....
3 ounces	.....	.....
3⅕ ounces	.....	.....
4 ounces	.....	.....
8 ounces	.....	.....
16 ounces	.....	.....
½ pound	.....	.....
— pounds	.....	.....
Total	.....	.....

The affiant further says and declares that on the —— day of ——, 1902, all of the above mentioned goods were duly consigned to the aforesaid ——, as shown by a duly certified bill of lading which accompanies this statement, and that the consignor parted with all right, title, and interest in said goods, and that the same have not been included in any previous or subsequent invoice, inventory, or bill of sale, and that the consignor has not and will not include any portion of said goods so sold and consigned in any inventory or claim for rebate of taxes under the act of April 12, 1902

—— ——.

Subscribed and sworn to before me this —— day of ——, 1902.

—— ——,
——.
(Title of officer.)

A claim made for rebate of taxes on tobacco or snuff actually in transit July 1, 1902, will be regarded as cumulative—that is, a dealer who on that day has tobacco and snuff in transitu, purchased and consigned to him from different persons, may on receiving all of such goods include them in one claim, which must be accompanied with affidavits from the several consignors, original invoices or bill of sale, and duplicate bills of lading, relating, respectively, to each lot or consignment of tobacco alleged to have been in transit July 1, 1902, and included in his claim.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRR
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF CIGARS, CIGARETTES, SMOKERS' ARTICLES, &c.
40 W. Orange St. Lancaster, Pa.
Our Leading Brands: LANCASTER LONG CUT · LANCASTER CUT PLUG · SHIRR'S 5c, DURHAM · TROTTER SCRAP · For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of **75c.** Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Norwich—John Steiner, cigars; real estate mtge. $2,000.

South Norwalk—The Hoyt & Olmstead Cigar Co., manufacturers; discontinued.

Illinois.

Chicago—Jacob Charley, cigars; damaged by fire. — El Pintor Cigar Factory; changed name to Landfield & Steele.

Dixon—Howard Johnson, cigars; warranty deeds, $20,160.

Indiana.

Frankford—E. Aronstein, cigars; discontinued.

Huntingdon—Wm. Ryns, cigars, etc.; sold out.

Kentucky.

Mayfield—Allen Ligon & Co., leaf tobacco; burned out—partially insured.

Maryland.

Baltimore—Lewis H. Cole, retail cigars and tobacco, dead.

Minnesota.

Aitkin—O. D. Davis, cigar manufacturer; chattel mortgage, $800.

Duluth—Adolph Hirsch, cigars, real estate mtge. $800.

St. Paul—M. T. O'Leary, cigars, etc.; received deed $10,300; gives real estate mortage $5,000

Missouri.

Kansas City—M. T. Jordan, cigars and tobacco; sued on account, $106.

Montana.

Bozeman—A. E. Davidson, cigars and tobacco; sold out

New York.

Troy—Morris Moralls, cigars and tobacco; sold out.

Pennsylvania.

Philadelphia—Auer & Dempsey, cigars; Alfred S. Koch admitted; continue as Auer, Dempsey & Koch.

Reading—Geo. Fichthorn, cigars; dead.

Vermont.

Montpelier—F. B. Martel, cigars and tobacco; sold out.

PATENTS RELATING to TOBACCO, Etc.

700,958 Continuous cigarette-machine, Frank J. Ludington, Waterbury, Conn.

Dreaded the Results.

Doctor—You'll have to accustom yourself to one cigar after each meal.

Patient—O! doctor, isn't that pretty hard?

Doctor—Tut, tut! After a time you'll find it easy to give up even the cigars after meals.

Patient—But I'm sure I'll be giving up my meals after the cigars. I've never smoked, you know.—Ex.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA · PERIQUE

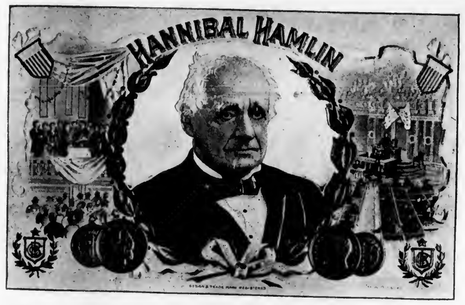
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,
YORK, PENNA.

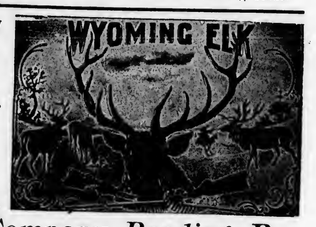
E. E. Kahler,

328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Cigars of Quality

Just Try One.

CHIEF RABBAN 10c.
WYOMING ELK 10c.
LADY MAR 5c.
NICKNAME 5c.



Penn Cigar Company, Reading, Pa.

Steuernagle & Newell,

2103 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) Are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

It makes regular "callers"—steady sales—quick sales—that's why the Pete Dailey is such a money-maker.
It's as stable in your stock as sugar in a grocery.

Pete Dailey CIGAR 5 CENTS

Sold Everywhere
Successful Everywhere
T. J. DUNN & CO., Makers
PHILADELPHIA

LIBRARY. RECEIVED JUN 12 1902 U. S. Department of Agriculture

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 24. | PHILADELPHIA, JUNE 11, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We have a few hundred bales of

FINE FLORIDA FILLERS

These are grown from the

Best Vuelta Abajo Seed

and are **Finer in Quality** than two-thirds of the Havana Tobacco imported into this market.

Send for a Sample, and Satisfy Yourself as to this.

SCHROEDER & ARGUIMBAU;

Successor to SCHROEDER & BON,
No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

J. T. DOHAN — Established 1855 — W. H. DOHAN.

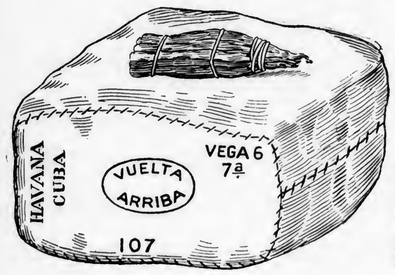
DOHAN & TAITT

Careful Selections by Competent Buyers make

Our Imported Goods

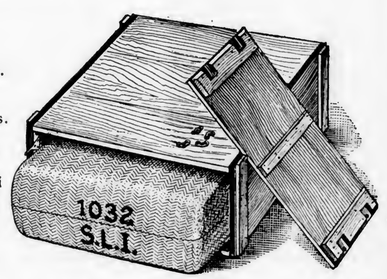
The Equal of Any offered upon the market.

Note a few of Our Brands:



Havana:
Vuelta Arriba.
Flor de D & T.
Vuelta Abajo.
D. & T Selected.
La Luz.
Las Vegas.

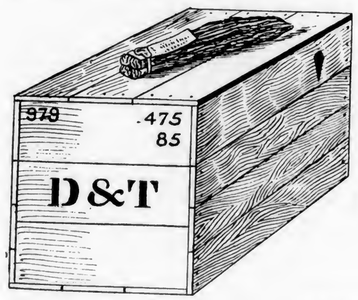
Sumatra:
P. V. D. A./ H.
R. D. M / P. B / Deli
N. A. T. M./ F.
G. E / Lankat
Medan Tabak / My.
Deli Mchy./ A.
M. & K./ Lankat.



Correspondence Solicited.

The Latest Improvements and Unequalled Facilities of our New Warehouses place our Domestic Goods in the Front Rank as Packers.

WISCONSIN
CONNECTICUT
DUTCH



YORK STATE
PENNSYLVANIA
ZIMMER

Prices Reasonable.

Samples Sent on Application.

DOHAN & TAITT,

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

No. 107 Arch Street,
Philad'a, Pa.

TOBACCO TRADE DIRECTORY and REFERENCE BOOK

—1902—

A Useful and Handy Volume for Your Desk, if you are

A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,

or are in any other way identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

The LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

COMPLETE and TRUSTWORTHY

Price, $1.10, Postage Prepaid.

Address

The Tobacco World Publishing Co.
224 Arch St., Philadelphia

New York Office,
11 Burling Slip

Give the Baby a Name

Register Your New Brands With The Tobacco World

Where they will be seen by the entire trade. The most complete and exhaustive list of Cigar, Little Cigar, Cigarette, Tobacco and the like Trade Marks in existence is on file in the Registration Bureau of The Tobacco World. Remember that if names and designs originating with yourself (who most probably have no list of the many thousands of names already in use) are found to be not available, The Tobacco World is at all times prepared to submit a large number of names out of which you may make a selection.

The usual charge of **25 cents** for searching the records will be made in each case. The fee for registering is **$1.00** for each trade mark

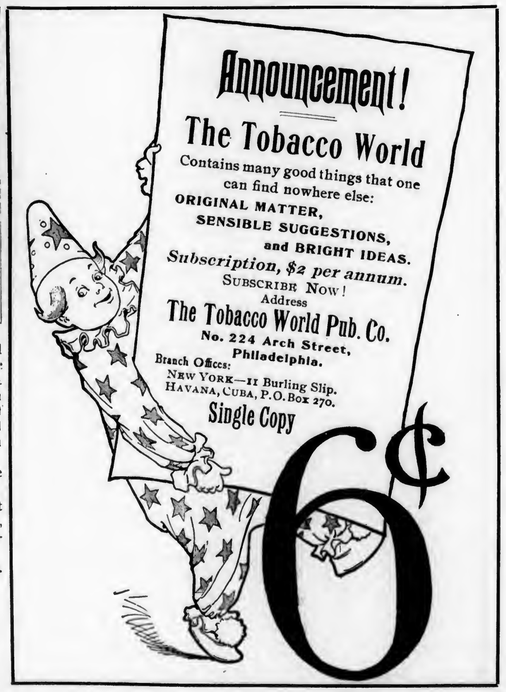
The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers, and all others interested in trade marks.

Subscription, $2.00 per year. *Single copies, 6 cents.*

Send for a sample copy.

THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

BRANCH OFFICES:
New York—No. 11 Burling Slip Havana, Cuba—P. O. Box 270
Address all communications to the Philadelphia Office



THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXIV.—The First Trade Mark Infringement.

By Hon. MORRIS S. WISE, of Wise & Lichtenstein.

The commercial pirate who sails over the waters of trade and lives on the spoils and booty coming to him from his depredations upon the honest owner of trade-marks, has very ancient and sacred precedent for plying his nefarious trade.

In fact, in the very early part of the sacred Scriptures, we find an example of imitation, fraud, deceit and the appropriation of the trade-mark rights of another; and it may be interesting, therefore, to examine the history of the first trade-mark infringement of which there is any record in our literature, either sacred or profane.

Esau, the elder son of Isaac, followed the trade or occupation of a hunter, and his trade-mark was a pair of shaggy, hairy arms and hands which he cultivated carefully: because personal vanity has not been confined to the men and women of modern times alone, and Esau, who was very proud of his descent from Nimrod, the great hunter, took pride in advertising to his neighbors and the public at large the fact that he was a Hunter and a Sport, and not an effeminate dweller in tents or a dandy dancing attendance upon the women. So he cultivated a very large amount of hirsute covering, and as he passed through the neighborhood on his journeys people nudged each other and pointed him out as the great slayer of game and wild beasts—the Hairy Heir of Isaac the beloved one.

In Chapter XXVII. of the Book of Genesis, we find an interesting narration of how "when Isaac was old and his eyes were dim so that he could not see, he called Esau his elder son, and told him to take his weapons and go out in the field and procure him some venison, and that when it was prepared in the savory fashion that he loved that it should be brought to him, so that he might give Esau his blessing before he died."

Rebecca heard this direction, and when Esau had gone out to the field to hunt for the venison she incited Jacob to impersonate Esau; she got some imitation venison, in the shape of kid's or young goat's meat and cooked it in the fashion which her husband, Isaac, delighted to taste; and at the same time to carry out the trade-mark deception, she put the clothes of Esau on Jacob, and she put the skins of the kids upon his arms and hands, and also upon the smooth of his neck.

Thus arrayed and abetted by the device of his mother, Jacob, the first trade-mark pirate, went in to his father, and when he went near to him and spoke to him Isaac felt him and said, "The voice is Jacob's voice but the hands are the hands of Esau," and he discerned him not "because his hands were hairy as his brother Esau's hands; so he blessed him."

The story is not a new one; it is hardly a palatable one. No one has ever attempted to justify the deception which the wife and son put upon the blind old man; but here is the unvarnished record as it stands; and because it is told of so goodly and godly a man as Jacob was and in after years turned out to be, it bears testimony to the exact and accurate truth of the Bible, which did not portray even its best men and women as being faultless or without blemish. But Jacob, the trade mark pirate, met his reward in after years; because, in the first place, he had to leave home and mother for fear that his much-wronged brother Esau might, in a fit of anger, mistake him for a deer and make venison of him; and then he in his later history ran up against a more crafty trade-mark pirate than even he, in the shape of a Mr. Laban, who after he got seven years of hard work out of him, promising him to give him his daughter, compelled him to accept, not the real girl he was after, but her homely imitation sister; and then made him work seven years more to get the real girl that he wanted to marry from the first. And then, later on, his trade-mark deception upon his father was again visited by the punishment and torture he endured in being led to believe for so many years that his favorite son, Joseph, had been killed by wild beasts, in proof of which fact the coat of many colors he had made for his son, dipped in blood, was produced as positive evidence.

HON. MORRIS S. WISE.

And from which little dip into this very ancient story we glean the very perfect lesson that trickery, deception and fraud are not matters of modern invention; that the crafty cunning of many of the animals of the earth have found reflection in the minds of its men and women, and that human nature is tainted with this imperfection; and the desire to acquire the property of some one else, whether it be gold, silver, fine linen, trade, or a father's blessing, is strong in the human heart, but is in fact no stronger to-day than it was in the days of old; and the Good Lord recognized this to the fullest extent when he promulgated the last commandment, which may be summarized in the words "Thou shalt not covet thy neighbor's property."

It is possible that in the pre-Adamite days other cases of trade-mark infringement may have occurred, but I have been unable, in my literary researches, to find any case antedating in point of antiquity the case of the quiet, foxy, student Jacob, stealing the blessing from his brother Esau, under the false and fraudulent imitation of the skins of a pair of goats, imitating thereby the trade-mark of the valiant hunter, Esau.

—

Next Week—Chapter XXV:—"The Mission of the Cigar," by M. E. Flaherty.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO

HAVANA

122 North 3rd St.

K. STRAUS

A. LOEB

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y & N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

What to do to be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

III.

What the cigar trade of the United States most needs is a genius. There are thousands of men in the business who understand the making of cigars and there are hundreds who are good salesmen. But where is the man able to devise really attractive advertising schemes, such for instance as the boy with the geese in the Omega Oil posters? Every cigar manufacturer in the United States seems to consider his whole duty is done by himself, his brand and the public when he announces the name of the brand, its price and with sometimes a line describing its quality. He leaves the rest to Providence. There is such a multiplicity of brands that are forever in the public eye, it is small wonder consumers pay little or no attention to cigars advertised in the old fashioned way. There is not a cigar smoker in the United States who does not consider himself as good a judge of cigars as the next man, and the "next man" knows all there is to be known about Sumatra and Havana and Connecticut and the other types of cigar leaf, or thinks he does, which is just where he falls down.

The time is coming rapidly when smokers will call for cigars by the brand name, just as to day they call for cigarettes or smoking or chewing tobacco. During the years immediately following the civil war those who bought smoking and chewing tobacco, or snuff or cigars did not do more than ask for a "dime's worth" of this or that, or for "a good cigar." For the past twenty years, however, smoking and chewing tobacco and snuff brands have severally become so well-known, so firmly intrenched in the hearts of those who are addicted to these respective habits, that the demand upon the retailer is always for a certain brand.

This is not yet the case with cigars, at least it is not so unfailingly the case, but the day is not far distant when it will be as universally the custom as to cigars as it is already as to smoking and chewing tobacco, snuff and cigarettes. In a field where competition is so extraordinarily keen, and where competitors spring up on every hand, which we know to be the fact as to cigar manufacture, it is not surprising that smokers do not always know their own mind as to the brand they want, and that they are easily persuaded by the retailer to content themselves with "something just as good" or even "better." But the retailer will not always be able to do this. Most smokers already refuse substitutes, and by and by they will do so to a man.

In the meantime let us pray that there will come into the field devoted to the advertising of cigars some one man, or a number of men with really bright ideas, fresh, original, attractive, and above all, absolutely new and hitherto untried. And this man, or these men, are as apt as not to attach themselves to the fortunes of a struggling manufacturer, as they are to apply for employment to the big people. It may be they would be diffident about going to the big people in the first instance, because of the fear of being received coldly or of being turned away as needy adventurers.

Present methods of advertising cigars are in some cases ruinously expensive. Electrically lighted signs sometimes cost as much as $100 a week to run. In other cases, especially where these signs are affixed to the fronts of drug stores, or restaurants, or the like, the cigar manufacturer is compelled to place the name of the individual proprietor, or some word or words descriptive of the business conducted by him upon the sign advertising the cigar. In each of these electrically lighted devices every letter, nay, every punctuation mark, costs considerable money, and unless the manufacturer can hold the trade in such an establishment for a long, long time he will not get back his money.

Cigar advertisements in daily newspapers are always costly, and nowadays, on account of the numbers of them one sees in the papers, of doubtful value. The public sees so many such advertisements that it is skeptical and indifferent. Nevertheless the assiduity of the big people in making their brands known, through the public press, to the masses cannot be denied. Their persistency in using these media is proof that they have found them serviceable.

Large posters are also beyond the means of the struggling cigar manufacturer. So also are expensive hangers and show cards for retail stores and other places where cigars

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana. Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars ...High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

are sold. Moreover all these devices for making cigar brands known are commonplaces by this time. The man of genius will probably ignore them all, but unfortunately there is no telling how long we will have to wait for him. It may be he has already knocked at some doors only to be turned away. Or, perhaps, being of a comprehending mind, as all geniuses are certain to be, he has surveyed the field and has turned from it to something else through allurements appealing to his necessities or his moods. This installment of the present discussion is notice to him to come back If he wants a job on The Tobacco World, it is open to him.

President Palma on Florida.

Senor Palma and Gov Jennings were very complimentary toward each other. In speaking of Florida Senor Palma seemed greatly touched. "If it had not been for Florida," he said, "Cuban independence would probably never have been realized. When other ports one at a time closed against us, Jacksonville still remain open. There was always a little cigar store there from which arrangements could be made to start any expedition which had been planned. If the Spanish Consul had put a bomb under the little cigar store instead of doing so much protesting to the Government, he would have accomplished more." President Palma spoke in a very amusing vein concerning the matter of coaling stations. He said the Cubans thought very much of Key West, and that he thought the United States, instead of demanding the Isle of Pine for coaling purposes, should, on the contrary, give Cuba the Island of Key West. "Key West is closer to Cuba than Florida, anyhow." he said.—Havana Post.

All Tobacco Roads Lead to 111 Fifth Avenue.

The office fixtures and furnishings of the Havana Commercial Co., including the magnificent display of cigars made at the company's various factories in Havana, were all removed from 167 Water street to 111 Fifth avenue, New York, on June 6th.

The office staff went, too.

Herman Fried Burned Out.

Herman Fried, cigar manufacturer at the southeast corner of Second avenue and Sixty-fourth street, New York, was burned out on the night of June 5.

Rica de Oro's Ready.

Candido Ladrero, manufacturer of clear Havana cigars at Pearl street and Maiden Lane, New York, announces that the Rica de Oro brand is now ready for the market.

New England's Rosiest Leaf Packer.

G. E. Darlin, representative at East Hartford, of the long-established firm of L. Gershel & Bro., and who is undoubtedly the rosiest and roundest leaf packer in all New England, visited the New York headquarters of his house last week.

Henry Meyer Sails.

Henry Meyer, the well-known leaf merchant of Cincinnati, O., sailed for Europe, with his son Harold, on the Ryndam, on June 7.

After a sight-seeing trip through Holland they will join Mr. Meyer's wife and daughter in Bremen The family will return to the United States in September.

Mike Flaherty's Panama.

Beyond any doubt whatsoever the Panama hat worn by Captain Mike Flaherty is one of the finest in existence. It is as light as two feathers and the surface is as smooth as that of the finest writing paper. It was presented to Captain Flaherty by Senor Feero, of Rabell, Costa & Co., of Havana.

A. Blumlein Sails.

A. Blumlein, the well-known Sumatra importer of New York city, sailed to attend the inscriptions in Holland, on the Zeeland, on June 4.

Max Maier, A. Blumlein & Co's popular traveler, returned on June 2d from a two months' vacation trip in Europe. He says he had a glorious time and that he will now buckle down to business.

Joe. Straus With Rothschild & Bro.

Joe Straus, whose return to New York after a sojourn of fourteen months in Germany was noted in The Tobacco World of two weeks ago has accepted an engagement with Rothschild & Bro., and will represent that well-known leaf firm in New York city and Philadelphia.

Summer Sojourns.

Sig. Levy. of S. Levy & Co., has taken a cottage for the summer at Long Branch.

Chas. Rosenthal, of Rosenthal Bros., will pass the heated months at Arverne.

Meyer Foster and Aaron and Ike Bach are already at their summer homes at Wave Crest.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, P. O. Box 397. Cable: HIMML. Havana, Cuba.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers *and* Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street, NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JUNE 11, 1902.

High Rentals for Cigar Stores.

The small old fashioned three-story brick building at the northwest corner of Broadway and Thirty-fourth street, adjoining the great new building which R. H. Mary & Co. are putting up on Broadway and Thirty-fourth and Thirty-Fifth streets, has been rented to the Royal Cigar Co., for $40,000 a year. Henry Siegel, of the Siegel, Cooper Co., the owner, paid $375,000 for it. At a rental of $40,000 a year, therefore, the property is one of the best pieces of real estate in the metropolis.

The Royal Cigar Co. is believed to be the American end of the Imperial Tobacco Co. of London.

The entire ground floor of the Flat Iron building at Broadway and Twenty-third street has been leased, for a long term of years, to the United Cigar Stores Co., it is said, at an annual rental of $30,000. It is probable that a considerable part of this store will be utilized to exhibit the gifts presented by the American and Continental Tobacco Companies to holders of box fronts, cigar bands, tags, etc. These gifts range from a razor to a grand piano, and the display of an assortment of them in so central and conspicuous a location as the Flat Iron building is relied upon to give the people of the East a better notion of the meaning of this gift scheme than they at present have.

The large store at the southwest corner of Broadway and Twenty-sixth street, which has been leased for a term of years by the American Tobacco Co., is being made ready for its future occupants. It is possible this store will also be used as a show room for gifts. It is said the yearly rental of this store is $25,000.

Morgan Marshall, it is said, pays $10,000 a year rent for his store in the Broadway Chambers, at the Northwest corner of Broadway and Chambers street.

Robert E. Lane's rental for his branch cigar store in the Broad Exchange building is said to be $9,000.

The United Cigar Stores Co. is reported to pay $10,000 a year rent for its branch store at the southwest corner of Broadway and Cortlandt street.

Newman Bros. Co. Fails.

A petition in involuntary bankruptcy was filed in New York city on June 5 against the Newman Brothers Company, manufacturer of cigars at 152 East Twenty-third street, with a store at 202 West One Hundred and Sixteenth street, by the following creditors: Seidenberg Company, $255; Alfred B. Marx & Co., $114, and Edward Salomon of Boston, $731. It was alleged that the company is insolvent, and on April 29 gave a chattel mortgage to Mrs. Mary B. Dorr, who is foreclosing it; permitted two creditors to obtain judgments against it, transferred some accounts to Mrs. Dorr to prefer her, and admitted in writing its inability to pay its debts. Deputy Sheriff Campbell is in charge of the factory at 152 East Twenty third street, on three executions for $318, but Mrs. Dorr has served a notice on the sheriff that she is the owner of all the property there by virtue of the chattel mortgage, which is for $15,000. The company was incorporated on June 24, 1901, with a capital stock of $25.000, and succeeded the firm of Newman Brothers. Joseph A. Newman was President, Oscar M. Newman Treasurer, and Robert E. A. Dorr, Jr., Vice President. The liabilities are reported to be about $17,000 and assets $6,000, in stock and machinery. The company never had any rating at Bradstreet's.

Some of the leaf tobacco creditors of the company are kindly disposed and it is possible that the company will resume business as soon as its present difficulties are out of the way.

Salonica's Tobacco Crop.

The crop of tobacco was about 600 tons, according to official statistics. To this must be added at least another 2,000 tons, grown by Albanians without a license, and smoked in the vilayet, where the Regie tobacco is little used, and the income derived from it barely covers the expenses of the monopoly. The average price demanded by peasants was 1s. 2d per oke of 2¾ lbs., giving a total of over £100,000 for the year's yield. The tobacco given in the returns as exported in 1900 is that of 1899, and the whole quantity (officially 600 tons) went to Egypt via Salonica. Prices ruled high, even the Regie paying 1s. 5d. for 2¾ lbs.

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address
THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Inros and Snuff Bottles.

NEW YORK, May 31, 1902.

DEAR MEDICINE MAN:

Did you, perhaps, note the amusing error in the illustrated supplement in to day's Mail and Express, in calling a Japanese inro "a characteristic Japanese snuff box." As every Jap, and every collector of Japanese curios, knows, inros are those very ornamental little chatelaine boxes in lacquer, ivory or silver in which swagger Japanese ladies or gentlemen carry medicines or comfits There are usually five of these little boxes to each set. I have several which are exceedingly beautiful, and which cost me large sums of money. I am told they will probably advance greatly in value with the passing years, for the reason that the rich people of Japan having discarded, or being about to discard, their picturesque and gorgeous native costume, are gradually giving up the wearing of inros.

Having spent money for these medicine chest inros of mine, I am disposed to resent the mistake made by the New York daily which I have mentioned. While I am on this subject, however, I venture to ask you if the Japanese are addicted to the snuff-taking habit.

CARL JENSEN.

The Answer.

The Japanese are not snuff-takers, but the Chinese are. The Chinese not only buy the most expensive snuff manufactured by the regie of Portugal, but they are also large customers of the American Snuff Co., of New York.

Your Chinese connoisseur is the daintiest of all snuff-takers. He carries his snuff in a bottle, about two inches high, to the stopper of which and extending down into the bottle, is a tiny spoon. Desiring to take a pinch, he deposits a spoonful of snuff on the back of his left hand, draws it into his nostrils and then blows away the few grains which remain upon his hand. In this way he avoids all danger of soiling his silken robes.

The snuff bottles of China are famous among collectors of Oriental porcelains. Antique snuff bottles, i. e., snuff bottles dating back three hundred years or so, and made of cameo glass or jade, are exceedingly costly. There is one in the museum of the Louvre for which $20,000 was paid, and snuff bottles for which their owners have paid from $5,000 to $10,000 each are not uncommon.

***

About $10,000,000 a Year.

At what figure do you estimate the annual advertising bill of the American Tobacco Company, and the Continental Tobacco Co?

MORITZ DAHN,
Davenport, Iowa.

The Answer.

I am not obliged to estimate it, for I know that it is about $10,000,000 a year. This includes a cash outlay of about $7,000,000 and about $3,000,000 the value of the presents given to those who hoard up their box fronts, bands, tags, etc., which is properly chargeable to the advertising account. The two great corporations named by my correspondent are undoubtedly the largest advertisers in the world.

The names of their brands of cigarettes, of smoking and chewing tobaccos and of cigars are advertised continuously, and in more newspapers and upon more billboards than are any other articles of merchandise whatsoever, the most lavishly advertised patent medicine not excepted.

***

The Hooka Badar.

DEAR MEDICINE MAN:

What is a hooka badar? I ran across the word the other day in a book about India. J. WILKINSON,
Germantown, Phila.

The Answer.

The hooka badar is the hooka bearer in a well-to-do household in India. In India the number of servants necessary to form a complete establishment is very numerous, and the subdivision of labor is very minute. The hooka, the well-known water pipe of the East, is an important item in the catalogue of oriental luxuries, and in a large house there is certain to be a great number of them. The hooka badar takes care of all these, keeps them in repair and brings them, filled with tobacco and ready to light, to his master and his guests whenever called upon to do so.

THE MEDICINE MAN.

We want to call your attention to

Our Large Stock
OF
FINE
CONNECTICUT LEAF
OF THE
1901 Crop

These are **Extra Fine Goods,** and we are in a position to offer them at

Very Reasonable Prices.

We have also **Some Very Desirable Lots** of
WISCONSIN,
PENNSYLVANIA,
OHIO
and
NEW YORK STATE,

Besides our importations of
Fine SUMATRA
and
Elegant HAVANA

LEWIS BREMER'S SONS,
322 and 324 North Third Street,
PHILADELPHIA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Importers of *New York* *Amsterdam.*
F. & E. Cranz, *Sumatra Tobacco,* *144 Maiden Lane.* *Frascati.*

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. *NEW YORK CITY.* *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. **308 Race St. PHILADELPHIA.**
Long Distance Telephone, 4048 A.

Late News from Cuba.

There was a fair demand in the Havana market during the last week in May, and the total sales foot up some 5,000 bales, consisting chiefly of old Remedios, first and second capaduras, Vuelta Abajo tail ends for cigarrette purposes and a few small vegas of new Vuelta Abajo and Partido factory vegas. Prices were firmly maintained and the tendency continues upward. Buyers were more numerous than heretofore, thus distributing business in various channels.

Vuelta Abajo.—Reports from Vinales say that Gonzalez Mora & Co., of Tampa, purchased from 800 to 1,000 quintals, and that the same house has several more offers pending. Garcia & Co., of Havana, purchased 15,000 cujes of the vega "Tolla Hosa." From Guane they write that nearly everything belonging to the different farms around Portales has been sold at current figures. Vincente Fernandez, of San Luis, still has his well-known vega for sale. In Ancon and Abra several vegas were sold at $50 per quintal, stems included. Upon the same basis inferior growths brought from $30 to $40 per quintal, also including stems. The vega "Cayo Hutia," of Santo Tomas, fetched 13 reals (equal to $1.62½) per cuje (pole), and the vega "Jaruco," of the "Laguna de Piedra," sold at 10 reals. Don Felix Rabago refused an offer of $70 per bale for his vega "La Lucha," of Yayal. Don Facundo Gutierrez purchased several vegas at high prices. The vegas of the famous "Tumbadero" in this region are nearly all sold at good figures. Don Antonio Hernandez, of Abra, obtained for 1,640 quintals from $30 to $50 per quintal. He sent some 400 bales of Ancon to Havana, and still has about 3,000 more bales to make in his packing at that place.

Some people claim that this year's crop may show more defects when the tobacco has passed through the sweating (calentura) process, and that there will be few wrappers, which would be almost a calamity, if proven to be true.

Partidos. — Escojidas are now everywhere hard at work, and arrivals of new tobacco ought to be heavy during the months of June and July. The early growths are as fine as were ever harvested, while in the later cuttings some defects are noticeable.

Remedios Unchanged. The tobacco is still hanging on poles in the drying sheds and cannot be piled up, owing to the continued dry spell, and until the rainy season commences no work can be done. Prices have not opened, but when the buying starts very likely figures may be higher, owing to the extreme shortness of the crop, which so far has been confirmed by all people who have traveled through the various districts. In some places no crop at all has been harvested, and others are extremely reduced in their quantities as compared with 1901. The only part where any crop of quantity, and also perhaps of good quality, has been raised is near and around the famous Manicaragua district.

Departures.

Don Norberto Cueva, of Garcia & Co., of Havana, left on the morning of May 30, by the steamship Havana, for New York. Don Carlos Behrens, of the well-known "Sol" cigar factory, also left by this steamer, for his usual visit to Europe. He will call upon his friends in New York, however, before going to the "Fatherland," Albert W. Kaffenburgh, after having inspected his Manicaragua farms and packing establishments, left on June 1 for his home in Boston, by the steamship Monterey.

Cigar Factories

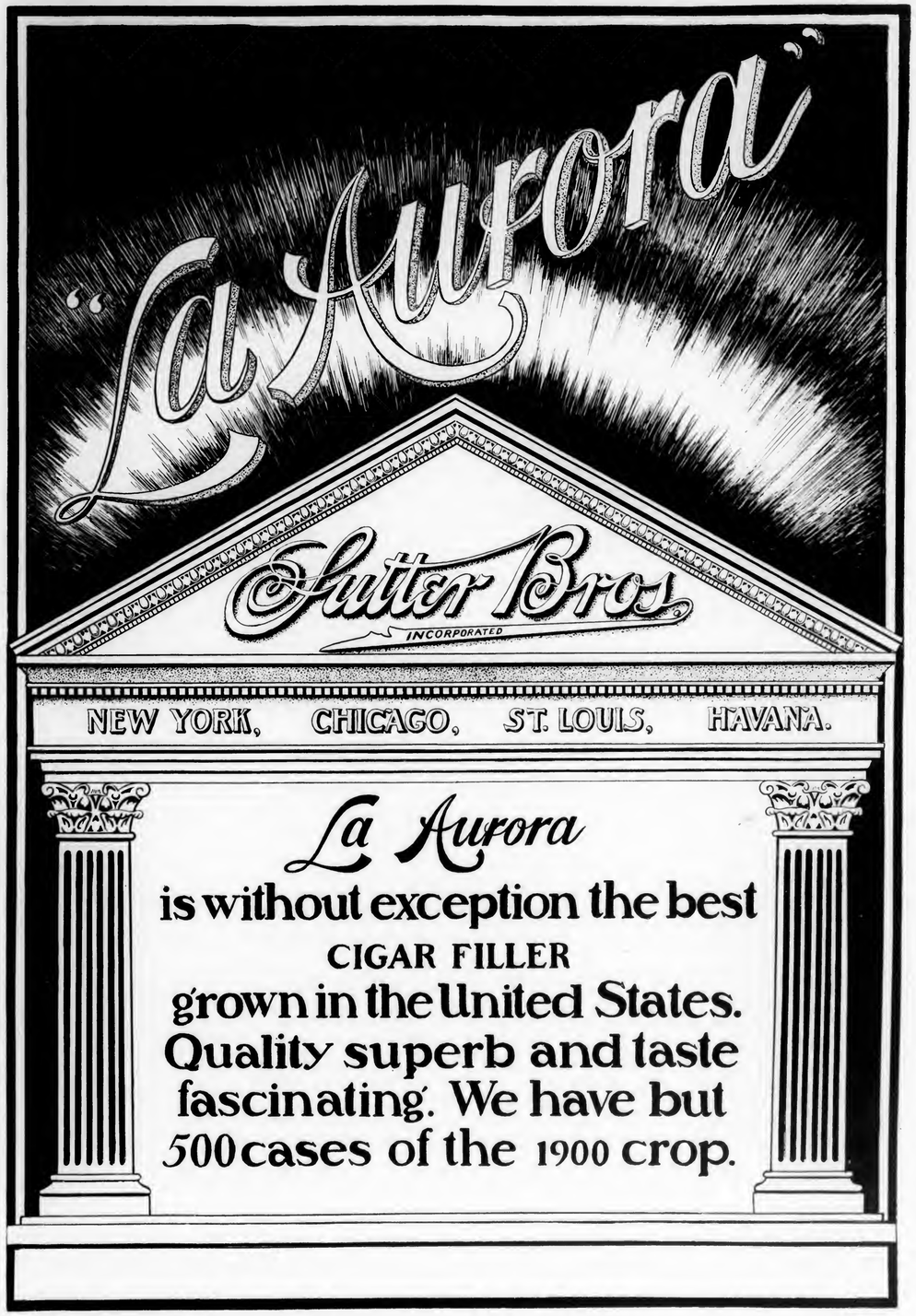
are doing a fair enough business, considering that this is the off period of the year, when orders as a rule are not plentiful. The large factories, such as the H. de Cubanas y Carvajal, H. Upmann & Co., Calixto Lopez & Co. Punch, Marques de Rabell, Flor de J.S. Murias & Co., Jose Geney y Batet, and some others, too numerous to mention, have all more orders on hand than they can fill without some delay.

Busy People.

Don Adolfo Moeller purchased about 1,000 bales of Vuelta Abajo colas recently for his cigarette factory "La Africana," which indicates clearly enough that this branch of his business prospers as well as all his various other undertakings. The escojida of his farms "Hevia" and "La Iberia" will commence in the early part of June, the tobacco now being piled up and going through the first sweating process.

Silveira & Co. bought for their customers upon orders some 500 bales of the best first and second capaduras of Remedios, and still have offers pending upon more vegas.

Leslie Pantin secured some 3,400



GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address "HERE."
Joseph Hirsch & Son
B. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

THOS. S. GANS — MOSES J. GANS — JEROME WALLER — EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.
CABLE ADDRESS "TACHUELA"

bales of prime Remedios at the right prices for his friends, and has plenty of cigar orders; more than he expected at this time of the year.

Remigio Lopez & Co. are about to open a packing of the finest Vuelta Abajo grown around San Juan y Martinez, in the town of Gibaro, besides having two escojidas working at full force in Santiago de las Vegas and Las Canas.

G. Salomon & Bros. are very busy packing in Consolacion del Sur and La Guira, and are receiving tobacco weekly from their escojidas, which up to now have turned out of excellent quality for their Vuelta Abajo and of silky leaf and uniform in light colors for their Partido packings.

S. L. Goldberg & Sons.—Sidney and Dave are working like beavers to secure only such tobaccos in the country as to keep up the standard of their house for trading only in the best classes.

Walter Himml.—This enterprising, pushing, and hard-working young commission merchant is gaining daily in the acquisition of new friends, and while keeping his old customers through his strictly fair dealings with them, he is also enabled, through his connections with one of the largest tobacco planters in the Vuelta Abajo and others in the Partido section, to keep his spacious warehouse filled with some of the choicest growths of tobacco. He has received several new vegas on consignment which will shortly be ready for the dealers to handle, or cigar manufacturers to work, so this pointer ought not to be overlooked by any one needing Vuelta Abajo and Partido factory vegas or fillers. Besides, what could not be found in his own warehouse Mr. Himml would concientously secure, upon a commission basis from other dealers. Mr. Himml is bound to make a record for himself, as he belongs to the rising, up-to-date generation, and therefore ought to have the chance of extending his business more and more through the patronage of new intending purchasers.

Garcia & Co. have just received one of their fine vegas from their large packing in Guira de Melena, and as they are working with all possible speed manufacturers will pretty soon find some of the finest growths and assortments, not alone of the Partido, but also of their celebrated Vuelta Abajo escojidas.

Aixala & Co. are also receiving new tobacco weekly from their several packings in the Partido district, and are always glad to show their goods to their friends, as they already have a fair assortment.

H. Upmann & Co. are very busy in their cigar factory, and, having enough good wrappers of last year's crop on hand, are prepared to fill all orders coming to them, although these will have to take their turn.

The Marques de Rabell exercised an act of great generosity in supplying the American officers each with a box of their celebrated Romeo y Julieta brand of cigars, (as a souvenir of their stay in Cuba) upon the day of their departure, May 20, for their northern homes. The boxes were elaborately fitted up, and contained only the best tobacco produced in the Vuelta Abajo. Although the act was entirely unselfish, surely it will help the sale of his numerous brands of cigars, such as Ramon Allones, Cruz Roja, and the one bearing his name. The house of Rabell, Costa & Co. is known to purchase only the finest vegas of the Vuelta Abajo.

I. F. Berndes & Co. have been active in the market, purchasing some 600 bales for the Austrian Regie and their German friends.

The weather continues dry and hot, but possibly liberal rains may recompense the parched grounds in the coming month.

Arrivals of Tobacco in Havana.

	Week ending May 31.	Since Jan. 1
	bales	bales
Vuelta Abajo	1,551	17,183
Semi Vuelta	67	568
Partidos	372	7,013
Remedios	184	59,041
Matanzas	—	65
Santiago de Cuba	—	12
Total	2,174	83,882

France's New Tariff on Cigars.

Cigar and cigarette smokers have a grievance against the French Government, whose Finance law provides that these sedatives, when imported on private account, are to be dutiable at 50 frs. instead of 36 frs. per kilog. Some curious people are trying still to work out what this duty represents ad valorem on the paper in the cigarettes.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Fair Trade in Philadelphia.

NO MORE COUPONS.

Some agitation has been going on in this city since Justice Brewster's decision regarding prize coupons was rendered, and promulgated by local Revenue Collector McCoach. It is now even thought by some that the practice of offering prizes for cigar bands and for the redemption of tin tags from plug tobacco and for box fronts of cigarettes, is an evasion of the spirit of the law, for tags on tobacco, and in some cases box fronts, must have been in or a part of an original or statutory package, and in the case of cigar bands they positively were contained in the original or statutory package. While no coupons may have been contained in such packages, the giving of premiums for such bands or tags or box fronts is believed by many to be contary to the spirit of the law as expounded by Justice Brewster, and that if it is not declared illegal the law is falling short of eradicating a practice which they believe it was the intention of congress to prohibit.

Several persons have called upon the local deputy collector of internal revenue this week, and a more comprehensive decision from the Commissioner of Internal Revenue at Washington has been promised them in a few days.

Meanwhile dealers are anxiously awaiting the result of this movement.

JOHN H. BOLTZ HOME AGAIN.

John H. Boltz, of Boltz, Clymer & Co., at Fifteenth and Lehigh avenue, this city, returned from an extended western business trip last week. He had been as far as the coast, and stopped at many of the leading cities enroute. The Pacific Coast trade he found in a satisfactory and flourishing condition, and western trade generally improving.

LOCAL CIGAR FACTORY AT WILLOW GROVE.

Charles Bartroff, who for many years conducted a cigar manufacturing business at 252 North Third street, has removed his factory to Willow Grove, one of Philadelphia's popular suburban resorts.

DALTON'S ATLANTIC CITY STORE.

M. J. Dalton has arranged to open a cigar stand in the Dunlap Hotel at Atlantic City, on July 1 with a fine line of both domestic and imported goods.

MR. CUESTA VISITS PHILADELPHIA.

Mr. Cuesta, of Cuesta, Rey & Co., of Tampa, has visited Philadelphia this week. It was his first visit here for a long time and he was delighted with the cordial reception which the Philadelphia dealers gave him. He was on his way to New York, and will proceed from there to Havana.

SPOTZ AND KOLB RETURN NEXT WEEK.

Geo. C. Spotz and John N. Kolb, of the Theobald & Oppenheimer Company, will sail for America on June 17th, on the steamer Kronprinz Wilhelm. J. A. Rigby, of this firm, came on from Mansfield, O., last week, and will summer at Atlantic City with his family.

GRAULEY'S GOLDEN RULE CIGAR BOOMING.

The sales of the Golden Rule 5c. cigars of H. B. Grauley, of this city, seem to be on the rapid increase. Their factory has been well filled with orders, and a number of additional hands are said to have been recently put on.

FRATZ & LEVY'S PROGRESS.

Since the association of Jos. W. Levy with P. H. Fratz, in the firm of Fratz & Levy, their business has been picking up nicely. Mr. Levy is giving his time entirely to selling and office duties, while Mr. Fratz is looking after the factory.

The Planter, Cuba and Flor de La Fayette, which are the firm's leaders in nickel goods, and the Escort and Harrison Dingman, in 10 cent cigars, are being placed in new localities daily. Their out-of-town distributers are now also having a better demand for the firm's products.

SAM. C. JEITLES GOING WEST.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., started Sunday evening upon a western trip. He will be absent several weeks.

SALESMEN'S MOVEMENTS.

A. M. Robinson, with Straiton & Storm, of New York, has been in Philadelphia, pushing the Robert Burns and General Arthur.

J. W. Madison, with Trujillo &

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

UNION
IN UNION IS STRENGTH
BUTTS

Union Butts

Are Made Exclusively by

The M. H. Taylor Tobacco Co.
READING, PA.

Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

M. D. BOALES,
LEAF TOBACCO BROKER.
Cable Address, "Boales," U. S. A.
Van Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

Co., returned to Philadelphia last Friday, after a seven weeks trip in the west.

J. Krull, with V. Martinez, Ybor Sons & Co., and J. I. Mayer, of the Pareira-Mayer Co., have also been here recently.

Doings in the Leaf Trade.

The leaf trade has experienced a quiet, though fair, week. Traveling men are all on the road, and are sending in orders for as large quantities as can be expected at this time, in view of all the conditions.

It is expected that Mr. E. A. Calves will arrive at Gibraltar today, and Mr. Dominguez is looking for a telegram to that effect.

W. E. Dotts, of Dotts & Keely, spent a short time in the New York leaf market on Monday.

Leopold Loeb & Co. report good trade in Sumatra, while the Loeb-Nunez Havana Co.'s Havana business is said to be exceptionally good

J. W. Eckerson of F. Eckerson & Co., is traveling through New York State this week.

Jacob Labe, of B. Labe & Sons, returned from the west on Friday last. Mr. B. Labe, of this firm, is spending a week at Atlantic City.

The Loeb-Swartz Co. have just received a shipment of 130 bales.

Adolf Loeb, of K. Strauss & Co., left on Sunday for Ohio and Wisconsin, where he will look over the leaf markets.

Joe Strauss, after a vacation of a year and a half in Europe, visited this city this week, in the interest of Rothschild & Bro. He has succeeded I. Lederer.

Other visitors of the week were S. L. Johns, McSherrystown, J. H. Schneider, with F. & E. Cranz, New York, M. Rose, with E. Rosenwald & Bro., and A. Hartman, a packer at Manchester, Conn.

Tobacco Company Sued.

The Blue-grass Tobacco Company, of Lexington, Ky., has been made defendant in the Circuit Court in a suit for $10,000, with $1,200 credit, on a note dated January 6, 1900. The suit is filed against it by Scota Cheneworth. The plaintiff asks the foreclosure of a mortgage on the large tobacco factory and the machinery and fixtures of the company and on all real estate owned by the company and individual members of it.

OTTO EISENLOHR Celebrates His 50th Birthday Anniversary.

Mr. Otto Eisenlohr, head of the extensive and widely known cigar manufacturing firm of Otto Eisenlohr & Bros., of Philadelphia, celebrated his 50th birthday anniversary at the "Orchards" (near Essington), on Tuesday afternoon, June 10th, and tendered a dinner to about fifteen specially invited guests, most of whom were lifelong friends or business associates.

The affair was to be a quiet one, and few in the trade save those who had been invited knew anything of it. The Tobacco World reporter was among the few who were aware of the anticipated gathering.

The present business of Messrs. Otto Eisenlohr & Bros. antedates Mr. Otto by two years, having been established by his father, Wm. Eisenlohr, in 1850, and has continued to grow to its present immensity.

That the affair was a thoroughly enjoyable one goes without saying, but a complete report of Mr. Eisenlohr's surprise upon his return home has not yet been made.

The guests of the occasion included with Mr. Otto Eisenlohr, his three brothers, Lewis H., Chas. J. and Aug. C. Eisenlohr, Richard T. Gumpert, Joseph S. Vetterlein, Herman G. Vetterlein, John H. Boltz, Channing Allen, Isidore Langsdorf, J. Warner Hutchings, Geo. E. Walton, Henry T. Freyer, W. M. Armstrong and W. J. Bruehl.

A souvenir was presented to each guest. It was a gold pen knife bearing the inscription "Otto Eisenlohr, 1852-1902," on one side, and the name of the recipient on the other side.

After the invitations had been issued a surprise was prepared by Mr. Eisenlohr's friends, who presented him with a bronze statuette of "The Gladiator," as a token of their high regard and personal esteem.

A happier choice than that Richard T. Gumpert should make the presentation address could not have been made; and this is what he said:

For the third time within as many years have we met to-day to welcome a fellow passenger on life's journey at that way station which, but a few generations ago, offered most excellent terminal facilities for

IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

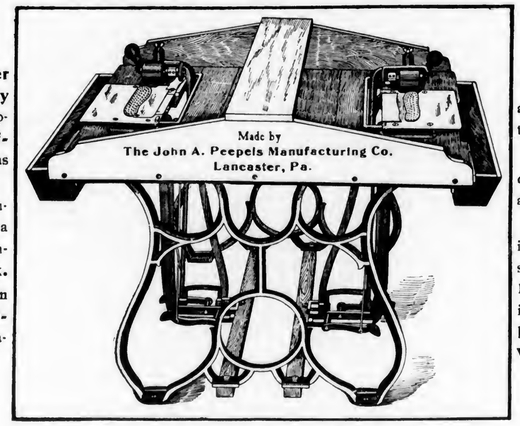
A Sample Order Will Convince You. Try It.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS

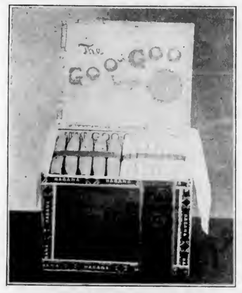
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

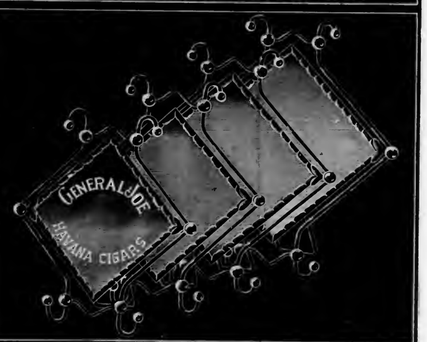
CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD



Here's A Trade Tonic
A 3-cent Cigar of Superior Quality,
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples.
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors.

	STYLE 56.	STYLE 57.	STYLE 58.	STYLE 59.
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

an obituary, but at which to-day, thanks to applied science, the human locomotive halts but long enough for an anniversary dinner; to resume to-morrow its mad rush of emulation and hot competition towards a goal that knows no limit but the survival of the fittest.

Hence, as envy holds its bated breath, while love and admiration stretches forth its hand of congratulation, we behold Otto Eisenlohr, with true consistency, linking his mascot number Cinco to that ought that rounds out his ripe manhood of 50 years, just as the same figure when wedded to seven oughts, points the finger of his ambition towards an annual output of fifty million cigars.

Why then should I venture on the wings of Pegasus to soar to higher flights of fancy, when our friend Otto has already copyrighted the trick, and his industrial ostrich, with its six-colored plumage, is safely perched upon every point of vantage, whether roof top or awning post, laughing to scorn the poor marksmanship of that giant machine gunner, who in spite of his lamentable failure here, does not appear to care a "Continental" whether he missed the bird's eye in Philadelphia, as long as he hits the bull's eye in Wall street?

And that reminds me of a little experience of my own, when, the other night, while passing a little cigar store up town, a friend asked me to come in and have a smoke, and as we entered, turned to me saying in a loud voice "Do they sell your cigars here, Mr. Gumpert?" Immediately the proprietor, a weazenfaced old man, with a toothless jaw and a cracked voice, leaned across the counter, and eyeing me very closely exclaimed: "Oh, you are the Cinco man; well I don't keep your cigar any longer since your salesman turned me down last week." Sizing up the situation at a glance, I spoke up with a vindictive smile: "My friend, you are sadly mistaken, for the man's name who makes the Cinco is Eisenlohr."

Now, in my youth, I have danced with his sweethearts until I was threatened with heart failure. In my early manhood, I have run down his cigars to his customers, until I got my head broke, and in my old age I have eaten his Bellevue lunches until they gave me the dyspepsia. But right there my friend I draw the line, and I must positively refuse to be laid out at another man's funeral, who, when last heard from, happened to be very much alive.

Far be it from my mind to lift the sacred curtain that guards a man's domestic life from the public gaze, yet all of us are aware of the high respect for his sound judgment, of the deep affection for his generous heart, and the exultant pride in his sterling integrity, that draws Otto Eisenlohr's family, whether wife or daughter, brother or sister, to the head of their house. And just as the horizon reflects its rosy coloring upon the placid waters of a deep summer sea, these characteristics have impressed themselves upon all who know him, and it is in recognition of the safe advisor, the genial friend, and the honest merchant, that I stand here, Mr. Eisenlohr, as the mouthpiece of the old guard of your fellow manufacturers, to offer you as a tribute of their highest regard, a little surprise awaiting you at home, as a souvenir of the day you celebrate, and as you touch the fifty-first rung of the ladder that leads to eternity, it is our earnest prayer that with each successive rung you may continue to enjoy those blessings that God in his mercy has in store for you.

Rucker & Witten and Hadley-Smith Combination.

The Rucker & Witten Tobacco Company and the Hadley-Smith Company, of Mount Airy, N. C., have consolidated, with a capital stock of $500,000. The business of the two late firms will be conducted under the name of Rucker & Witten Tobacco Company, with their main office at Martinsville, Va.

The North Carolina plant will at once be equipped with the latest improved machinery, and at the two plants the company will have an output of about 6,000,000 pounds annually.

The officers are composed of the members of the two late firms as follows: Pannill Rucker, president; A. D. Witten, vice president; J. A. Hadley, second vice president; C. B. Keesee, secretary and treasurer.

The stockholders are composed of the following: Pannill Rucker, A. D. Witten, C. B. Keesee, and B. A. Rives, of Martinsville, Va.; J. A. Hadley, Mount Airy, N. C.; J. D. Patton and W. S. Forbes, Richmond, Va., and others.

We call your attention to our
AMERICAN SUMATRA
of the
1901 Crop
from our plantations in
Decatur County, Georgia.
Enormous in Yield and Perfect in Burn.
A. COHN & CO.
142 Water Street, NEW YORK.

The Du Barry Brand.

Leopold Powell & Co.'s New Clear Havana Creation.

Leopold Powell & Co., of 244 East 75th street, New York, manufacturers of the exquisite Espina brand of clear Havana cigars, will put the Du Barry clear Havana brand upon the market in about sixty days.

The firm guarantees that this brand will be as great a popular favorite as Madam Du Barry was a king's favorite. Back of this guarantee is the firm's good name and its well-known knowledge of Havana tobaccos and workmanship. The firm request The Tobacco World to announce that applications for territory not yet assigned will be considered during the next sixty days.

The label of the Du Barry brand presents an excellent likeness of Mrs. Leslie Carter, in the pose which she considers most characteristic, and a reproduction of her signature.

Mrs. Carter is admittedly America's greatest living emotional actress. Her growth in the esteem of the public may best be guaged by her success in Du Barry. That the Du Barry brand of clear Havana cigars will grow into as great a relative success none can doubt who truly estimate the character of its manufacturers.

A Silver Pipe for 50 Cents.

A prominent Wall street man told the following story on himself the other day, but made his hearers promise that under no conditions whatever would they reveal his name, as he did not wish to be bothered by the beggar who figures in the story.

The Wall street man was walking with a friend down Broadway when at Twenty-third street, he was accosted by a beggar. The man was more persistent than the ordinary mendicant, and, to get rid of him, the broker said:

"I will give you fifty cents if you will give me your coat."

"All right, Boss," replied the beggar, and within a moment the change had been made.

The broker and his friend then turned back and went up Fifth avenue to the Holland House. Still carrying the beggar's coat the man of finance strolled into the bar and began telling the story to his friends.

"I think you made a bad bargain," said one.

"Look in the pockets," said another.

And as the broker went through the ragged garment he pulled forth 45 cents in money, a silver-tipped pipe, a flask of whiskey, and a pouch of tobacco.

"You see he replied, "this only proves that I never make a bad trade, even when I don't know what I am buying."—N. Y. Times.

—The American Snuff Co. has declared a quarterly dividend of 1½ per cent. on its preferred stock.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the MOST SUCCESSFUL.

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

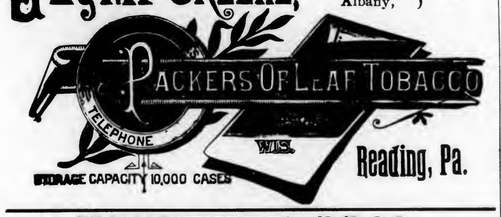
FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.



Reading, Pa.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler, 2 for 5 Cts.

Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

PHILAD'A LEAF MARKET.

The leaf market has shown a fair record during the past week, and business seems to be slightly improved. Inquiries for certain lines of goods are getting stronger, indicating a shortage in the hands of manufacturers. Broad leaf has been in good demand. Wisconsin in particular, is not wanting for customers, put they do not seem to want it at the prices now asked.

Cheap binder and wrapper stock is fast becoming exhausted.

Sumatra conditions might be better, and new goods do not appear to be in as strong demand as was anticipated.

Havana is at least holding its own, if not gaining some each day.

EXPORTS.

Liverpool—38 tons.
Antwerp—39 hhds.
Rotterdam—19 hhds.

Windsor Tobacco Growers' Corporation.

A certificate of incorporation has been filed with the state secretary by the Windsor Tobacco Growers' Corporation of that city. The capital stock, all paid in, is $40,000. The incorporators are Alfred A. Olds, Frank H. Whipple, Willie O. Burr, Charles G. Lincoln, Frank E. Belden and Raymond Fitch.

As Subert Sees It.

"Subert's Monthly Visitor" is a publication sent out monthly by H. Subert & Son, leaf tobacco dealers of Chicago, Ill., in the May issue says: "In 1890 there were 10,956 manufacturers in the United States and in 1900, the number had increased to 14,539, or almost one-third; this increase has been mainly in the middle west

"From our experience we believe that the increased production—for there has been a most decided increase in the number of cigars manufactured during this period—is being gradually distributed among the manufacturers in the middle and western states. A new factor has developed, of course, in the Porto Rican cigar, which may have had some effect on the eastern output, but the fact remains that the consumption of domestic cigars is as large as ever, and the natural inference is that the production is being more equally distributed and that the manufacturers in the middle and western states are getting a larger share of the business than ever before."

Mr. Subert may not know it, but in 1900 there were over 23,000 registered manufacturers of cigars in the United States, and in 1901 there were over 28,000.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

Andrew Schaub Dead.

Peaceful End in Career of Well-Known Pittsburg Leaf Dealer.

Andrew Schaub, one of the oldest wholesale tobacco dealers in Pittsburg, died on Monday last at his home, No. 557 Larimer avenue, East End, of brights disease. Mr. Schaub was born in Ernininder, Bavaria, and came to the United States in 1848, settling in Baltimore, Md. Some years later he went to Pittsburg, and embarked in the tobacco business, in which business he remained until his death. He was one of the oldest members of the SS. Peter and Paul's Roman Catholic church, East End. He is survived by his widow and seven children: Anthony and Jerome, wholesale fruit dealers in Liberty avenue; Frederick and Frank, associated with their father in the tobacco trade; Henry, a real estate and insurance broker of the East End, and Joseph Schaub. Mr. Schaub's only daughter is a nun in a Kansas convent and is known as Mother Jerome.

Prominent members of the Pittsburg trade at a meeting held last week passed resolutions of regret, (see elsewhere) as a mark of sympathy and respect, which were ordered to be engrossed and presented to the bereaved family as well as published in the trade press.

The Rosedale Title Involved

Leschke & Pletcher Gain a Temporary Injunction.

Judge Thayer granted a temporary injunction in the superior court of Connecticut last week, restraining Michael Simons of Danbury from using the title Rosedale in the manufacture of cigars or in any way imitating it. The applicants for the injunction were Leschke & Pletcher of Hartford, who have for many years manufactured a brand of cigars under that title.

Mr. Simons was represented by an attorney named Purdy when his case came up previously and an adjournment was secured, Judge Thayer sitting last week particularly to hear the matter. Attorney Purdy was not on hand then but Mr. Simons was, and he addressed the court, saying:

"Judge, I'm in a kind of a box this morning and I don't really know what I ought to do. I didn't have money enough to pay my lawyer to be here to day and I wish you could let it go over till next week."

Judge Thayer was unable to see how he could continue to hold special sessions for an indefinite period for the purpose of considering the matter and he said he could only grant the temporary injunction. It was not assured that the defendant would be in any better circumstances next week than at present and if he desired to test the case further he could move through an attorney later to have the injunction dissolved.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

AN experienced clear Havana and Domestic cigar salesman is open for connection with good factory from July 1, for the Pacific Coast; salary and commission. Address, A. R. C., Palace Hotel San Francisco, Cal. 6-11-2t.

CIGAR BOX MAKERS — We have 5,000 Mortised Brands, 200 fonts of Wood and Paper Type, and Cigar Box Machines for sale. Let us know your wants. LANCASTER CIGAR BOX CO., 515 N. Cherry St., Lancaster, Pa. 5-28-4t

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.

Price, $1.10, Postage Prepaid.

THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

TOBACCO ASSOCIATION TO HOLD CONVENTION.

Designed to Form an Effective Organization of Growers of the Leaf and Manufacturers of the Product.

The Tobacco Association of the United States will hold its first annual convention at Old Point, Va., July 24, 25 and 26, and preparations are now going forward therefor. From present indications the convention is going to be well attended and will result in the effective organization of an association that will be of great practical value to the members of the tobacco trade throughout the entire country.

The association was organized in Richmond during the past 12 months and T. M. Carrington, the well-known Richmond tobacco

BROTHERHOOD CUT PLUG *Highest Grade*

Strictly Union Made. Dealers can be supplied promptly by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER, PA.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

STAR OF TRADE CIGAR

Quality Commends THE **Star of Trade CIGARS**

Manufactured by **A. W. ZUG,**

We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. **East Petersburg, Pa.**

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

F. C. BARTON, Manufacturer of **Lily Brand** Narrow Fabrics
54--56 Franklin St., New York. *Cigar Ribbons, Tapes, Braids, Bindings.* Correspondence solicited.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Seaboard Air Line Railway
Shortest and Quickest Route to
SOUTHERN PINES, HAMLET, CHARLOTTE, PINEHURST, CAMDEN, MACON, COLUMBIA, SAVANNAH ATLANTA, MONTGOMERY, and FLORIDA POINTS. NEW ORLEANS
and TEXAS POINTS.

Double daily limited trains, leaving New York 12:10 a m and 12:55 p m. Through Pullman Sleepers, Ladies' Coaches and Cafe Dining Cars.

Mileage Tickets of this company's issue, sold at $25 00 for 1,000 miles, are good from Baltimore via the Baltimore Steam Packet Company's boats through Norfolk, and from Washington to all points on its lines in the South, including Tampa, Fla., Montgomery, Ala., and Atlanta, Ga., thus enabling the Tourist, Manufacturer, Farmer and Stock Raiser to travel at a greatly reduced cost.

Interchangeable Mileage Tickets.—In addition to the above mileage tickets, there are on sale at all offices of this company interchangeable 1,000 mile tickets sold at $25 00. These tickets are good over the following lines, with some slight exceptions noted therein:

Atlanta, Knoxville & Northern Ry
Atlantic Coast Line R R
Brunswick & Birmingham R R
Chesapeake Steamship Co.
Georgia Railroad
Lonisville, Henderson & St. Louis Ry.
Northwestern Ry of South Carolina
Richmond, Fred'cks'g & Potomac R R
Washington Southern Ry
Atlanta & West Point R R
Baltimore Steam Packet Co.
Charleston & Western Carolina Ry
Columbia, Newbury & Laurens R R
Louisville & Nashville R R
Nashville, Chattanooga & St. Louis Ry
Plant System
Seaboard Air Line Ry
Western Ry of Alabama.
Western & Atlantic R R

Seaboard Air Line Railway offer desirable locations to the Manufacturer, Home Seeker, Farmer and Stock Raiser; also special low rates.

Before deciding upon a location call on or write any agent of this company for full particulars.

W. H. PLEASANTS, Traffic Manager, 6-11-eow-2m
JOHN T. PATRICK, Chief Industrial Agent, Pinebluff, N. C.
W. H. DOLL, General Agent Passenger Department, 1421 Pennsylvania Ave., Washington, D.C.

dealer, who was prominent in the formation of the association, was made its first president. James West of Hopkinsville, Ky., is vice-president, and John C. Hagan of the Hagan-Dart Tobacco Co. of Richmond is secretary and treasurer.

Already there are nearly 150 members, all representing large dealers or manufacturers or exporters of tobacco. The officers are daily receiving additional applications for membership, and hope ultimately to make this the most complete organization of the tobacoo trade of the country ever effected. Its objects, briefly stated, are the mutual benefit and protection of the trade in business affairs, and the social pleasure of the members.

One of the great practical achievements of the association is the collection of complete and accurate data as to quantity and quality of tobacco produced throughout the country. Another aim is to secure a reduction of insurance rates on factories and tobacco in storage.

LANCASTER'S REPORT.

Lancaster has had another comparatively quiet market during the past week; not exactly dull, but not so full of life as could be.

The planting season was somewhat spoiled by the dry weather, and frost was reported from a number of sections in the county, damaging tobacco plants in some places. More rain would now be welcome

The output of cigars in this district for the month of May, which was 62 075,870, shows a falling off of 6,800,000, as compared with May of last year, but exceeds April of this year by 5,000,000.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Charley Waxelbaum Back

Charley Waxelbaum, of A. Cohn & Co., returned on June 7 from a four weeks' trip to his trade in the West.

The Livingston-Salomon Wedding.

Bernard Livingston and Miss Edna Salomon were married on the morning of June 5 at the residence of the bride's brother, Mr. Norman Salomon, at 123d street and Morningside avenue, New York. The marriage ceremony was performed by the Rev. Dr. Moses.

Mr. and Mrs. Livingston are to make their home in New York city.

Morris Jacoby Burned Out.

The cigar factory of Morris Jacoby, 336, 338 and 340 East 38th street, New York, was gutted by fire on the night of June 9. The loss is between $50,000 and $75,000.

The Rotterdam Inscription of June 7.

At the inscription at Rotterdam on June 7, A. Cohn & Co. purchased 248 bales of Pvd A H's.

S. Ashner secured 100 bales, Pvd A K.

Joseph Hirsch & Son secured 52 bales, first and second lengths, of various marks.

S. Rossin & Sons purchased 50 bales.

F. & E. Cranz purchased 68 bales, "out of hand," on the day before the inscription.

Sumatra by the Rotterdam.

The steamer Rotterdam, reaching New York from Rotterdam on June 8, brought the following consignments of Sumatra.

	Bales.
Sutter Bros.	166
Joseph Hirsch & Son	85
L. Schmid & Co.	80
A. Cohn & Co.	54
Laverge & Schneider	34
John H. Goetze & Co.	26
F. & E. Cranz	19
E. Spingarn & Co.	8
Herz Bros.	8
Leonard Friedman & Co.	5
S. Holzman	5
Adler Bros.	3
Order	38
Total,	531

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

New Cheroot for Independent Jobbers.

The new cheroot which the independent jobbers of New York city and Brooklyn will handle, in lieu of the War Eagle brand, is to be manufactured by the Collins Cigar Company, of Pittsburg It will be put on the market as soon as the label is completed.

New York Leaf Market.

The mercurial leaf merchants of New York are in a cheerful mood To inquiries as to the condition of business, nearly every one of them responds that trade is picking up. Last week, they say, was a good week, even a very good week, in comparison with several that went before.

The mails brought orders for sample bales, or for good sized lots of the new Sumatra to every one of the big Sumatra houses and their respective travelers report that sales that have been pending for several weeks promise to be closed soon, in a manner satisfactory both to the salesmen and their principals.

In Havana and the domestic types of leaf there are no large individual transactions to record, but with the importers and the packers the aggregate amount of business done was satisfactory.

Paid for his Cigars after Twenty-two Years.

Zack Snyder has just won a wager made twenty-two years ago. In 1880 Snyder and G. A. Mix decided that the spire of the Methodist Church in Byron, Ill., was insecure and would soon blow over. Mix bet Snyder that it would fall to the north, while Snyder held out that it was going over to the east. The result was a bet of a box of cigars, and they cleverly planned to get the weeds in advance. They went to the store of T. A. Jewett and told him of the bet, and that the loser would pay when it was decided. Jewett, not suspecting the terms of the wager, turned over the box of cigars to the pair, and he has been waiting for his money all these years.

Last Tuesday the steeple succumbed to the fury of the storm that prevailed in that region, the structure tumbling over to the east, and Mix, remembering his wager, called on Jewett and planked down the money.—Cincinnati Enquirer.

Waldeck-Rosseau's Cigarette.

Prime Minister Waldeck Rosseau of France is a great cigarette smoker, and when there is an important question on he obscures himself in a cloud of smoke until he has thought it out.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Havana, Matanzas and Monterey.

CIGARS	cases
Park & Tilford, New York	40
Acker, Merrall & Condit, New York	25
G. S. Nicholas, New York	25
B. Wasserman, New York	23
Estabrook & Eaton, Boston	13
Calixto Lopez & Co., New York	8
Waldorf-Astoria Segar Co., New York	7
Duncan & Moorhead, Philadelphia	6
Gronimes & Ulrich, Chicago	6
M. Blaskower & Co., San Francisco	5
M. A. Gunst & Co., San Francisco	5
W. A. Stickney Cigar Co., St. Louis	4
Upmann & Wilcox, Chicago	4
S. S. Pierce Co., Boston	3
S. Levyn Inc., Buffalo	3
Best & Russell Co., Chicago	3
Henry Harris & Co., San Francisco	3
S. Bachman & Co., San Francisco	3
Goldberg, Bowen & Co., San Francisco	2
D. Loughran, Washington, D. C.	2
F. R. Rice Mercantile Co., St. Louis	1
C. B. Perkins & Co., Boston	1
Robert Steel, Philadelphia	1
The Ferdinand Hirsch Co., New York	1
Total	193
Previously imported	3,380
Imported since Jan. 1, 1902,	3,573

LEAF TOBACCO	bales
Schroeder & Arguimbau, New York	381
G. Salomon & Bro., New York	312
A. Moller, New York	223
Sartorius & Co., New York	180
Haas Bro's., Cincinnati	175
F. Miranda & Co., New York	172
Yocum Bros., Reading, Pa.,	107
F. Garcia Bro's. & Co., New York	105
Calixto Lopez & Co., New York	100
E. Suarez & Balbin, New York	100
J. P. Castaneda & Co., New York	60
L. Friedman & Co., New York	58
S. Ashner, New York	51
R. H. Mills, New York	34
L. Kuttnauer & Sons, Detroit	30
J. Hirschberg & Bro, Philadelphia	25
E. Hoffman & Sons, New York	24
S. Auerbach & Co, New York	22
Perez & Escalanta, New York	22
N. Gonzalez, New York	20
J. Hirsch & Sons, New York	17
W. Dittenhoeffer & Co, Philadelphia	15
Starlight Bros, New York	11
J. Cassidy & Co., New York	10
M. Stachelberg & Co., New York	10
M. Kemper & Sons, Baltimore	10
Schroeder, Reiss & Co., Chicago	10
Gr'd Rap. Leaf Tob. Co., G. Rap. Mich.	8
J. Vetterlein & Co., Philadelphia	6
R. Fernandez & Co., New York	5
American Cigar Co., New York	1
Total	2,304
Previously reported	52,607
Imported since Jan. 1, 1902,	54,911

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

Don't Be Discouraged...There are Good Cigars Made.

Begin Smoking

CHIEF RABBAN 10c.

WYOMING ELK 10c.

LADY MAR 5c.

NICKNAME 5c.

CIGARS...

Penn Cigar Company, Reading, Pa.

Steuernagle & Newell,

2102 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a.

They are on Sale Everywhere.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

Shipping Station, East Earl.

H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

SOMETHING NEW AND GOOD

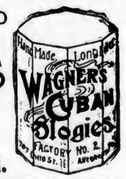
WAGNER'S

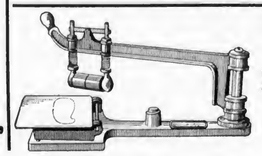
CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

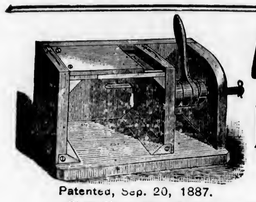




The Invincible Suction Table

Provides everything necessary for the Finest Work. Drop a postal for circular.

WM. S. GLEIM, Lancaster, Pa.



Patented, Sep. 20, 1887.

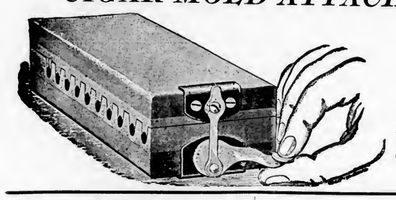
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Trade-Mark Register.

Gonzee. 13,694.
For cigars. Registered June 5, 1902, at 9 a. m., by J. M. Mittleman, Philadelphia, Pa.

Regalia Veulta. 13,695.
For cigars. Registered June 5, 1902, at 9 a. m., by Collins & Ekenrode, Gettysburg, Pa.

R. & R's. Wonder. 13,696.
For cigars. Registered June 5, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Elatior. 13,697.
For cigars. Registered June 5, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Vedelia. 13,698.
For cigars. Registered June 5, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Loyal Opinion. 13,699.
For cigars. Registered June 7, 1902, at 9 a. m., by H. S. Souder, Souderton, Pa.

Black Diamond Seed Stogies. 13,700.
For stogies. Registered June 7, 1902, at 9 a. m., by Pebler & Chute, Wheeling, West Va. (Used since 1900).

Black Diamond Special Smokes. 13,701.
For stogies. Registered June 7, 1902, at 9 a. m., by Pebler & Chute, Wheeling West Va. (Used since 1900).

Black Diamond Little Havanas. 13,702.
For stogies. Registered June 7, 1902, at 9 a. m., by Pebler & Chute, Wheeling, West Va. (Used since 1900).

1 to 5 (One to Five). 13,703.
For cheroots and little cigars. Registered June 9, 1902, at 9 a. m., by The Keystone Cheroot Co. Ltd., Hanover.

REJECTIONS.

La Palma, Big Strike, Mexicano, Cuban Rolls, Union Beauty, Ping Pong, Upper Ten, Liberty Belle's Delicata, Fern Pinks, The Guard, La Habanera, Popularidad, Omega.

TRANSFER.

"True Pearl" registered January 9, 1902, by A. Kretzschmar & Co., Philadelphia, was transferred to Solomon Bros., Philadelphia, June 5, 1902.

CANCELLATION.

"Captain Mollie" registered March 28, 1902, at 9 a. m., by Levy & McDonald, Trenton, N. J., has been cancelled.

"Senape" registered April 23, 1902, at 9 a. m., by the Enterprise Cigar Co., Trenton, N. J., has been cancelled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Seeman Bros. Warfield, Palota, Belfort, Resagos de Porto Rico, State House of the Commonwealth of Montana, After Noon, Gravis' Cincinnatus Pete, Popular Club, Pindarus, Minstrel Boy, Dairy Girl, El Portique, Morva, Festian, La Veo, Lord Biltmore, Noddy Boffin, Sahib, Cherokee Sal, Lilliosa, Selgona, Ansel Briggs, David Holmes, Alexander McNair, Lady Lily, The Old and the New, Lady Rica, Lady Pearl, Miona, Pessara, Dragon's Throne, Irish Wit, Lost Heir, Rose of Latakia, Adrian Joris, Dixie Flyer, Havana Facts, Armstrong, Golden Pearl, The Only Club, Old Stone Store, Clinton Avenue of Newark, Hunter's Solace, Lawyer Mack, Adrian Joris, Belle of Belle Isle, Janizary, Wm. M Bunn, Big Havana, Rockwell Special, P H., Span Kee, Trinciato, Seal of Arizona, Stocks and Bonds, Langford, Rubaiyat, Omar Kahyyam, The Smead, Cubola, Fantela, Cuban 98, The Munising Beaver, Papers, La Fruta de Porto Rico, Winning Tips, Ladyfinger, Magdeburger, White Lilac, Local Lasters 222, Black Pups, Cuban Ribbon, K. I. Ram, Sultan of Sulu, Royal Decree, Don Carlito, Laska, La Rosella, Iroquois Club, Calvini.

Sister Marfa's Pipe.

Dr. Henry van Dyke, the new Moderator of the One Hundred and Fourteenth Presbyterian Assembly, sat in the Waldorf-Astoria recently, while to an appreciative surrounding he told this story: "A certain colored clergyman in the South had among his parishioners an old colored 'mammy' whose short-comings and backslidings were many and who caused the old minister to make numerous trips to 'mammy's' old shanty, followed by exhortation and prayers. After a long time he succeeded in causing the old lady to renounce one by one each of her bad habits until none remained but the old black pipe.

"'Sister Marfa,' he said solemnly one night after an unusually long argument, 'how you spec to meet yo'r Lord wif sech a 'baccy bref?'

"'Bless you, honey, dat's all right,' cried mammy. 'Befo' I meets my Lord I specs to lose my bref.'"—N. Y. Times.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463

CAP. CITY 75,000 PER DAY

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BRAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples.

East Petersburg, Pa.

Special Brands made to order.

JOHN E. OLP,

Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.
Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,

Cor. Grant & Christian Sts., Lancaster, Pa

Packer of and Dealer in

Leaf Tobacco

CONNECTICUT
WISCONSIN
PENNSYLVANIA

Fancy Penn'a B's a Specialty

Telephone Connection.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

IN MEMORIAM.

On the occasion of the death of Andrew Schaub, which occurred June 2, 1902, the members of the Leaf Tobacco Trade of Pittsburg met and adopted the following resolutions:

Whereas: It has pleased Providence to call from our midst, our friend and fellow member,

ANDREW SCHAUB,

And Whereas: We deem it appropriate to give expression to our deep sorrow at this sad event, as well as to the profound feeling of regard and esteem in which we have always held our deceased fellow member, whose demise, although he was the Nestor of the Leaf Tobacco Trade of this city, was yet untimely and unexpected,

Be it Resolved, That we publicly acknowledge, that in the death of Andrew Schaub, the bereaved family deplores the loss of a kind father and loving husband; the community, an honored and upright citizen; and the trade, a man, than whom no more honorable and conscientious merchant ever lived. His memory will always be cherished;

And be it Resolved, That as a mark of sympathy and respect, the sorrowing family be presented with a copy of these Resolutions suitably engrossed;

And be it also Resolved, That a copy of these Resolutions be sent to the trade papers for publication.

J. W. & G. Barker
R. & W Jenkinson Co.
John Grazier
A. N. Martin & Co.
C. H. Grote & Son
W. G. Schmid & Co.
Martin Heyl & Sons
Weyman & Bro.

Latest News from York, Pa.

More than the ordinary amount of collections are being reported, a circumstance due probably to bad trade generally experienced elsewhere.

While the "trust" goods are a back number in York the Cubanola cigar is a good seller across the river, according to recent reports.

The factories of W. C. Smith and George W. Gable, at Windsorville, are both ordinarily busy, having the usual amount of orders on hand.

Together with a few of his bachelor friends, Bob Granat will occupy quarters of his own in the near future in the West End. The place will be tastefully furnished in an up-to-date manner as soon as the "furnishing" arrives from New York in which city he has been for the past few days.

Frank Slack, a manufacturer of Middletown, was in the city on Saturday last, and the following New York salesmen were here during the week: Edward Levison, with A. Cohn & Co., Bob Uhler, with Sutter Bros., Mr. Snath, with Schroeder & Arguimbau.

Trade in Reading.

The cigar manufacturing business here still continues a little dull, owing to the coal strike, and many orders have been rescinded. A certain agent returned from the coal regions last week. He said he didn't sell enough goods to earn his salt in the two weeks he was there. Plenty of orders can be had, but no cash, he said. Of course not all the manufacturers here are suffering from this depression, as many send their goods outside of the state and are quite busy. The ordinary manufacturers employing from five to twenty hands suffer most. A brighter outlook is predicted later in the summer.

John G. McGaw, who represents the firm of Yocum Bros. in the south, is spending a few days in Reading, and is registered at the Mansion House. He is located at Baltimore, but covers the entire south. He reports the sales of the firm's leading brands as steadily increasing, and regards the trade outlook as bright.

Jacob C. Taylor, formerly a labor leader in this city, has been chosen president of the Federated Trades' Council, of Orange, N. J. He is working at his trade as a cigarmaker at that place, having left Reading about a year ago.

Hartman & Riegel, cigar manufacturers have added a soda fountain at their place of business. A specialty is made of all kinds of summer drinks, and it is a great convenience to the patrons of the store.

The Frank Ream Cigar Manufacturing Company report the receipt of an order for 50,000 cigars from a Lancaster party. Last week he shipped 15,000 to the same place. He employs a number of hands and enjoys a large run on his Trade United and Eight Hour nickel goods.

Architect H. S. Head has finished the plans for the six story annex to the cigar factory of Yocum Bros., 7th and Walnut streets. Its dimensions will be 60 by 77 feet, and it will be equipped with elevators, tobacco vaults, etc. The firm has made a big increase in its business, and will employ an additional number of hands when the annex is completed.

John Eshelman, of Mohnsville, is one of the busiest manufacturers in the county. He employs 30 hands on full time, and finds a ready market for his goods. He recently placed several new brands on the market.

Bitting & Hawk are extensively advertising their new creation, the Delmonico, a 5-cent brand. They enjoy a large local trade.

Adrian W. Cross, representing a tobacco house of Philadelphia, was here calling on friends.

J. U. Fehr, sole distributer of the Sovereign cigarettes and little cigars, is putting out an enormous lot of this class of goods in Reading and surrounding towns. Mr. Fehr is engaged in the leaf tobacco and manufacturing business, and is quite busy.

W. M. Snyder is looking about for larger headquarters. His trade has increased rapidly the past year, and his present factory at his residence is entirely too small. He makes a first class nickel cigar called Snyder's Bouquet, for which he enjoys a good local trade.

Eastern Tobacco Reports.

CONNECTICUT VALLEY.

Everything remains quiet so far as sales of tobacco are concerned. The intelligent grower fully understands that it is no time to offer his crop of tobacco for sale. It isn't ready for the manufacturer, and if he sells it the chances are that the buyer reaps the profit that it will afford in the near future. The only sale that has reached us was one of about 15 acres, and the price was so low that the grower said that he was ashamed to give it out. Probably in a month it will be in the sweat, and as soon as it is cooled off so as to be handled it will then command the price for which the holder has been waiting, and before snow flies the New England crops will be practically out of the market. An immense amount of the 1901 crop has been force sweated, and is sold as fast as it reaches the market at large prices. The outlook for the coming year's crop was never more cheering than now. So use every effort to get as good a crop as possible.

Our correspondents write:

Amherst: "There will be quite an increase in the acreage throughout the town. The work of transplanting is being rapidly done; some have finished. The increased crop renders it necessary to build new or enlarge the old barns. There is but little of the 1901 left in town. Several crops were sorted and packed at Hatfield and force sweated."

Hatfield: "Most of the tobacco in this town has been transplanted, and some fields have been hoed and are looking well. The tent covered is mostly set. A few offers have been made for the 1901 crops during the past week and refused."

Montague: "The acreage will be slightly increased this year. The work of setting out the new crop is well advanced, and plants seem to be abundand. The weather is all right."

Northampton: "There is grown here about 100 acres of cigar leaf. The bulk of it is grown outside of the meadows. Ira Guilford raises 11 acres, and he has it assorted and sweat by B. M. Warner, of Hatfield, and force sweated. The best crops are grown on the light-pine plain lands. This is the result of the present educational campaign as given to us by the Secretary of Agriculture, and we have learned to put our tobacco on sandy soils."

Sunderland: "A large amount of tobacco is now set in the fields, probably one-half or more of this year's crop. Plants are very forward. Some pieces which were set early do not get along because of the wet and cold. The roots seem to have rotted, and do not take hold of the soil. Cyrus Hubbard and W. H. Day have their tents up and covered, and have commenced to set their plants under the shade. More Havana this year and less broad leaf than for several years."

We have many notices of the building of new curing barns, as well as of additions to old buildings. These come from many towns. Of course they are for tobacco to be grown in the open, while all over

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

P. L. Leaman & Co.

Packers and Dealers in ***LEAF TOBACCO***

145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN

5 CENT BRANDS: Light Horse Harry, La Calenteria, Casandra, Indian Pride

MANUFACTURER OF AND WHOLESALE DEALER IN ALL KINDS OF CIGARS and Leaf Tobacco

RED LION, YORK CO. PA.

F. E. Eberly,

Manufacturer of High-Grade

Union Made CIGARS

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade
Seed and Havana
Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

T. L. ADAIR, Established 1895

Wholesale Manufacturer of

FINE CIGARS

Red Lion, Pa.

Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Coving[illegible] main office, Dayton, O.; Janesville, Wis.

NOW IS A GOOD TIME

There is no time like now.

The past is gone and cannot be recalled.

To-morrow never comes and the people who put things off waiting for to-morrow are the unsuccessful in business and in everything else.

Now is the very best time in the world for you to consider seriously and favorably the question of installing the DuBrul Dieless Suction Table.

Every day you put this off is a day when you did not make as much money as you might.

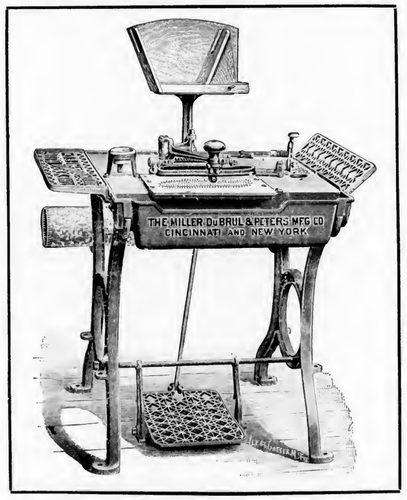
You are in business to make money and anything which will help you make money naturally possesses the keenest possible interest for you.

We are not guessing about the DuBrul Dieless Table.

We commenced to make Suction Tables about five years ago and while we have always made what has been considered the best table on the market, it was far from satisfying us.

The new table, the DuBrul Dieless Suction Table, does satisfy us and that is about the highest praise that we can bestow upon it.

We were never contented with the dies and rollers of the table of other constructions. We knew that they were in the way, hard to keep in order, expensive, and that they did not do really satisfactory work. The work they did was good, comparatively speaking, but the dies were constantly getting dull—that could not be prevented—and the resulting white streak on the edge of the wrapper certainly made a bad looking job, so bad that a clear Havana can't be well made with dies.



We were bound to get rid of all this and we have.

The Dieless Table, while more simple in construction than any other suction table, has no dies or rollers and cuts the wrapper with a circular knife, which can very easily be kept sharp, so sharp as to give the best sort of an edge to the wrapper, and never tear a wrapper in the cutting.

Think of every possible objection to the Suction Table and take our word for the fact that these objections have all been removed.

We not only have a perfect table from every point of view, but we have one which, by reason of its simplicity and ease with which it may be manipulated, is gladly welcomed by the operator instead of being frowned upon. This is a good point in holding your labor.

It enables operators with very little experience to do better work than skilled operators can do, hampered by a table with such makeshift mechanism as dies and rollers.

All these things are set forth and explained in detail in a little book which we have just issued and this book is yours for the asking.

Ask for Booklet W. S.

It seems to us that every cigar manufacturer ought to be interested enough in a proposition of this kind to find out all about it, and if he persists in a Die Table proposition we can show him the best of that kind to be seen at our offices side by side with the Dieless Table.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

the valley preparation is being made for the hanging of the shade grown leaf.—American Cultivator.

BALDWINSVILLE, N. Y.

About the same conditions prevail here as last week, with no stir in the market. A. Heinke is still in the market for good grades of last year's crop but is not reported as having made any purchases. M. Levy and Solomon Levy, of the firm of M. Levy & Bro., of New York, were here the latter part of last week and were riding with E. Dingman. They purchased the Frank Moulton packing and several other crops from growers. Monday, F. H. King, of Fulton, received about 100 cases of 1901 at the D., L. & W. R. R. freight house which were shipped to Julius Marquisee, at Lancaster. During the week there have been several small shipments from the warehouses. Growers are getting ready to transplant, and a few are reported as having already commenced. The plants as a rule look well, but are small on account of the unfavorable weather. Within the next few days a considerable amount will probably be set. Reliable reports indicate that about the usual acreage will be set this year.—Gazette.

MIAMISBURG, OHIO.

Late purchases of 1901 Zimmer in this vicinity and elsewhere warrant quotations on this crop at from 9 to 11c in Montgomery and from 7 to 8c in adjoining counties. Occasional sales of older tobacco are now and then reported at prices ranging from 4 and 2c to 9½c through. Very few choice crops of new tobacco are yet held by farmers, and unless something unexpected occurs the bulk of that remaining is likely to sell at the lower quotation.

Considerable of transplanting has been indulged in lately, and not withstanding the rumors of scarcity of plants and damage by earth fleas and frost, there will be an abundance of the weed grown this year.—News.

EDGERTON, WIS.

The buying movement is fast closing down, only a small portion of the crop now remains in growers' hands. Some riding is being done for the scattering lots but sales are reduced to a limited number, at prices varying according to the quality of the remnants secured, with a prospect that quotations will soon cease altogether.

Little has occurred during the week to break the monotony of a dull market for cured goods. Geo. Rumrill reports the sale of 280 cases of 1900 for the week. L. B. Carle & Son have sold nearly 300 cases of low grade goods to export We learn also of the sale of 100 cases of 1901 by a local packer on an export order.

Planting of the new crop is becoming quite general in all sections The plants are everywhere ready for the fields and the growers are crowded with the work of preparing their tobacco lands. Under favorable weather conditions a large part of the crop will be transplanted the coming week. Cut worms are doing some damage in the fields.

Shipments, 1,056cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market this week opened stronger and remained quite active throughout the sale, with large private sales, which is not surprising when the tobacco is the best known to the trade and selling at very low prices as compared with the past few years, Bremen styles ranging—Leaf, 6½ to 10c; Cigar Wrappers, thin, smooth, 24 to 26 in., dark, spready, selling 7½ to 8½c. Leaf is the only style that sells at fair prices, and yet not high.

The weather is seasonable, and 90 per cent. of the crop is planted in this and adjoining counties, but the crop will not be as large as last year. Labor is scarce. Insects are bad, doing damage in many sections, and plants are not abundant. Many fields have been planted several times.

Lugs–Com. 4¼ to 4¾c; Med., 4¼ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6½c.

Leaf–Com., 5¾ to 6¾c; Medium, 6¾ to 7¾c; Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 565 hhds; year, 9,080. Sales for the week, 634; year, 3,953 offerings, 539, rejections, 126.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 1,017 hhds.; offerings on the breaks, 1,053 hhds; sales 797 hhds.

The Leaf market was rather irregular, but not materially changed in price. The upper grades of Leaf have been easing in price for some weeks, and are relatively, quality considered, the cheapest grades selling.

Common Lugs are unchanged, but Medium to Good Lugs were active and ¼ to ½c higher. The bulk of the Lug output has been taken for home consumption and the quantity left for export demands is now very small.

We have had showery weather, and planting has progressed during the week. Planters complain of want of plants for their replantings.

Quotations:

Low Lugs	$4.25 to $4.50
Common Lugs	4.50 to 4.75
Medium Lugs	5.00 to 5.25
Good Lugs	5.50 to 6.00
Low Leaf	5.00 to 5.75
Common Leaf	6.00 to 6.50
Medium Leaf	7.00 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf Write for Prices.
Mount Joy, Pa.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN **CIGAR BOX LUMBER,**
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

LATE REVENUE DECISIONS.

Manufacturers' Bonds.

A manufacturer, who complained that the collector for his district had doubled the penal sum of his bond, and had required him to procure additional security, though he had been manufacturing cigars under the old bond for several years, was advised that a collector has authority to fix the amount stipulated in a bond, must determine for himself whether the security offered is sufficient, and may demand, within reasonable bounds, whatever security he desires.

Destruction of Worthless Leaf Tobacco.

A cigar manufacturer was recently advised that leaf tobacco unfit for manufacturing cigars could be destroyed, under the supervision of a deputy collector, by burning or mixing the same with lime, ashes, sulphur, bone dust or other such substance, and that the manufacturer could have credit in his account for the quantity of leaf tobacco material so destroyed, but that credit would not be allowed for tobacco stems or other waste material resulting or accumulating by the handling of leaf tobacco.

Tobacco Manufacturing in State Institutions.

A collector who inquired whether smoking and chewing tobacco might be manufactured in a State's prison, for the exclusive use of the inmates thereof, without government supervision or the payment of tax, was advised that no objection has been made to the managers of a State's prison manufacturing smoking and chewing tobacco within the prison premises for the exclusive use of the prisoners confined therein, but that such products could not be removed from the prison premises unstamped for the use of persons employed outside of the prison premises under contract labor laws, or for the use of the inmates of other State institutions.

"Dummy" Cigar Packages.

In reply to an inquiry in regard to the use of "dummy" cigar boxes for show window advertising purposes, the Commissioner has ruled that dealers are not privileged to use "dummy" packages or boxes which are the counterpart of statutory boxes, bearing the required brands, marks or caution notice labels or a strip of paper in imitation of an Internal Revenue stamp, and that such boxes, although empty, would be in violation of section 3455 of the Revised Statutes, but that a dealer or manufacturer could use boxes which would be similar to those used for packing cigars, if no mark, brand, caution notice label, or strip of paper in imitation of a stamp appears on such boxes. If the boxes are sealed, however, and found intermingled with statutory boxes containing cigars, the "dummy" boxes may be broken open by an Internal Revenue officer to determine whether the same contain cigars, the tax on which has not been paid.

Cigar Vending Machines.

An inventor recently requested authority to make a machine for vending cigars, which would not deliver the cigars from the orginal boxes, the cigars being removed therefrom in bundles of 25 or 50 cigars and placed in the machines. He was advised that such machines must be so constructed that they will deliver the cigars to the consumer directly from the stamped box, which must show that it had been properly labeled, branded and stamped by a qualified manufacturer of cigars; and, therefore, that such machines are usually provided with a glass front or sides, which will expose the box of cigars, which may be officially inspected without unlocking the machine to determine when the stamp was applied, and by whom, the registered factory number and the district and the caution notice label.

Cigarette Vending Machines.

An inventor, who desired to perfect a machine for vending cigarettes, provided the manufacturer would be permitted to pack the cigarettes in boxes containing 200 or 250 cigarettes each, and to affix to each box two or more Internal Revenue stamps, was informed that cigarettes must be put up in boxes containing 10, 20, 50, or 100 cigarettes, respectively, and to each box must be affixed a single Internal Revenue stamp denoting the number of cigarettes contained in the box and upon which the tax had been paid, and that there is no statutory provision for boxes containing a greater number of cigarettes than 100; further, that the sale of cigarettes from vending machines at retail from stamped boxes has not been authorized, but that machines heretofore authorized for vending cigarettes deliver to the consumer an entire box containing 10, 20 or 50 cigarettes, properly labeled and stamped, and that a machine intended to retail cigarette from the stamped package had not been and would not be approved.

Stripping of Leaf Tobacco by Manufacturers.

A collector was recently advised that a manufacturer can not be permitted to remove leaf tobacco from his factory premises for the purpose of having it stripped and stemmed and afterward returned to his factory, as stemming the leaf is held

A Whole Building on Broadway

less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands

ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Reduced to $2.50 per lb.
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

to be a process of manufacturing and all the acts performed in connection with stemming, resweating or cutting the leaf must be done on the bonded premises. Further, that no allowance would be made to the manufacturer in case of loss of the tobacco by fire, theft or otherwise, when it had been so removed from the factory. Manufacturers who desire to strip their tobacco outside of the bonded premises are privileged to qualify as dealers in leaf tobacco, who may strip their tobacco before transferring it to themselves as manufacturers. Attention was called to page 18 of the Regulations, No. 8, second paragraph, relating to dealers in leaf tobacco who stem their tobacco and thereafter sell it in hogsheads, cases or bales, and to the fourth paragraph on page 24, relating to the same subject.

Porto Rican Cigars.

In reply to a recent inquiry about a small shipment of 100 or 200 cigars in box by mail from Porto Rico, the Commissioner replied that there was no authority for cigars being brought into the United States through the mails, even though they might bear Internal Revenue stamps and that the regulations anticipated that boxes containing cigars should form a part of the cargo and be included in the manifest of a vessel employed in the carrying trade between Porto Rico and the United States.

In regard to the purchase of stamps to be affixed in Porto Rico to cigars before shipment to the United States, another inquirer was advised that the Regulations (Department Circular No. 81) provide for the sale of stamps by Collectors of Internal Revenue to any person who would call for them, and which must be imprinted with the letters "P. R." or the words "Porto Rico," and which could subsequently be sent to Porto Rico and affixed to boxes containing cigars intended for subsequent delivery and sale in the United States, and that on their arrival in the United States the Customs Service would release the goods without unnecessary detention or delay at a bonded warehouse or public store.

Leaf Shipments to Porto Rico.

The request of a manufacturer for permission to ship a lot of leaf tobacco to a manufacturer in Porto Rico was recently refused for the reason that the regulations, under Department Circular No. 81, act approved April 12, 1900, entitled "An act temporarily to provide revenues and a civil government for Porto Rico and for other purposes," do not provide for the transfer of leaf tobacco, scraps, cuttings or clipping by a manufacturer in the United States to a manufacturer in Porto Rico. Under present conditions no supervision is maintained by the authorities in the United States over cigar factories in Porto Rico, and the provisions of section 3362 of the Revised Statutes, allowing one manufacturer in the United States to transfer tobacco scraps, cuttings, clippings or other tobacco material to another manufacturer, do not apply to such cases. It was suggested that the manufacturer in the United States could transfer his leaf tobacco to a qualified dealer in leaf tobacco in his district, under a special permit to be issued by the Collector on Form 100, and have credit in his account for the actual quantity of such material transferred, and that the person who receives the tobacco (being a qualified dealer in leaf tobacco) may then ship the same to the manufacturer in Porto Rico without restriction.

Subdivision Packages of Smoking Tobacco.

A manufacturer recently submitted for the Commissioner's approval, in accordance with the Regulations, No. 8, page 38, relating to subdivision packages, a small pasteboard package bearing the trade mark and the registered factory number and the words, "This is an authorized subdivision taken from a properly stamped package," and containing not more than one-fifth of an ounce of smoking tobacco, for free sample distribution to consumers, eighty of these subdivisons to be repacked in a large package containing, in the aggregate, sixteen ounces of tobacco, and properly branded and stamped. The manufacturer was advised that similar packages could be used by him when repacked in larger packages containing in the aggregate a statutory quantity of tobacco not exceeding 16 ounces, properly labeled and stamped, but he was cautioned that statutory packages of tobacco or snuff upon which tax has been paid by affixing stamps thereto can not lawfully be broken for the purpose of distributing the subdivisions to unstamped packages or to consumers through the mail, but that after the stamped package had been removed from the factory premises, it could then be broken open and the subdivisions distributed to consumers directly from the package.

Allowance for Stems and Waste.

A collector who inquired whether a person who had qualified under the Regulations, No. 8, page 33, as a manufacturer of tobacco to buy and sell stemmed and unstemmed leaf tobacco and tobacco scraps and cuttings, but who does not manufacture tobacco, is entitled to a credit of 25 per cent. allowed to manufacturers for stems and waste in manufacturing, was advised that if such person purchases unstemmed leaf tobacco, which is subsequently stemmed at his place of business, he could be allowed a sum not to exceed 25 per centum for stems and waste, to be computed on the entire quantity of unstemmed tobacco stemmed at this factory, but no credit would be allowed in his account for stems and waste resulting from rehandling tobacco scraps cuttings or clippings of tobacco which had been purchased from other manufacturers.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF CIGARS, CIGARETTES, SMOKERS' ARTICLES, &c.
Our Leading Brands: LANCASTER LONG CUT · LANCASTER CUT PLUG · SHIRK'S 5c. DURHAM · TROTTER SCRAP · For Chewing and Smoking
40 W. Orange St. Lancaster, Pa.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE
KLEINBERG'S Chico
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

TRADE MARK REG. U. S. PAT. OFF. PHILA. PA.
L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

PATENTS RELATING to TOBACCO, Etc

701,334 Device for stripping tobacco from laths; Fred E. Gullickson, Cashton, Wis.

701,729 Match-safe; Wm. G. Hurley, Krebs, Ind. Ter.

701,388 Cutting and pasting device for cigar wrapping machines; Emanuel Pisko, New York, N. Y.

701,613 Mouthpiece for cigars or cigarettes; Johannes H. Raecke, Braunschweig, Germany.

BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Hartford—Goodacre Bros., manufacturers and retail cigars; sold out retail business.

Illinois.

Chicago—Theo. Kloeb, cigar manufacturer; out of business.

Rock Island—T. A. Frey, cigars; stock transferred.

Iowa.

Eagle Grove—L. Castor, cigar manufacturer; succeeded by O. A. Smith.

Kansas

Topeka—W. F. Klingaman, cigar manufacturer; warranty deed, $1,000.

Massachusetts.

Brookline—T. F. King, cigars, etc.; discontinued.

Michigan.

Detroit—W. G. Locke, cigars; chattel mortgage $275.

Flint—Home Cigar Co. cigar manufacturers; removed to Battle Creek.

Minnesota.

Duluth—A. Hirsch, cigars; satisfied R. E. mtge. $800.—F. G. Waterman, cigars; damaged by fire.

Missouri.

Kansas City—S. E. Snyder, cigar manufacturer; succeeded by Snyder Cigar Co., incorporated, capital $6,400.

New York.

New York—Holzman & Rosenberg, leaf tobacco; failed. Petition in bankruptcy.

Syracuse—John W. Barnes, of J. W. & C. W. Barnes, cigars; dead.

North Carolina.

Wilmington—W. Ried French, Jr., cigars and tobacco; sold out.

Ohio.

Dayton—Moritz Glas, retail cigars and tobacco; sold out to L. A. Kelly.

Greeneville—A. L. Jones, tobacco dealer; sold out.

Newark—F. Smith, cigars; deed, $1,000

Toledo—G. H. Kramer, cigars and tobacco; sold out.

Pennsylvania.

Reading—Geo. H. Grebe, cigar box manufacturer; discontinues.

Virginia.

Norfolk—L. W. Davis, wholesale cigars and tobacco; succeeded by L. W. Davis Tobacco Co.—Parker Tobacco Co., wholesale tobacco; succeeded by L. W. Davis Tobacco Co.

Washington.

South Bend—G. W. Copenspire, cigar manufacturer; chattel mtge. $1,500 on stock.

West Virginia.

Huntington—C. L. LeRoy, cigars and tobacco; sold out to Hanley & Campbell.

Wisconsin.

Milwaukee—Reinhard Klabunde, cigar manufacturer; warranty deed $2,250. R. E. mtge. released.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. ‹c› HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

OF

PENNSYLVANIA and HAVANA SEED of the 1900 Crop

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

LIBRARY
RECEIVED
NOV 20

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 25 | PHILADELPHIA, JUNE 18, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

Florida Sumatra Wrappers

"S. & A. Lampat"

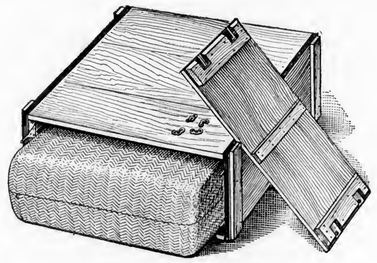
Schroeder & Arguimbau,

Successor to Schroeder & Bon,

No. 178 Water Street,

New York.

We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE
NO CHAFING
NO DAMAGE BY HOOKS

Laverge & Schneider,

Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85,
AMSTERDAM.

New York

J. T. DOHAN — Established 1855 — W. H. DOHAN.

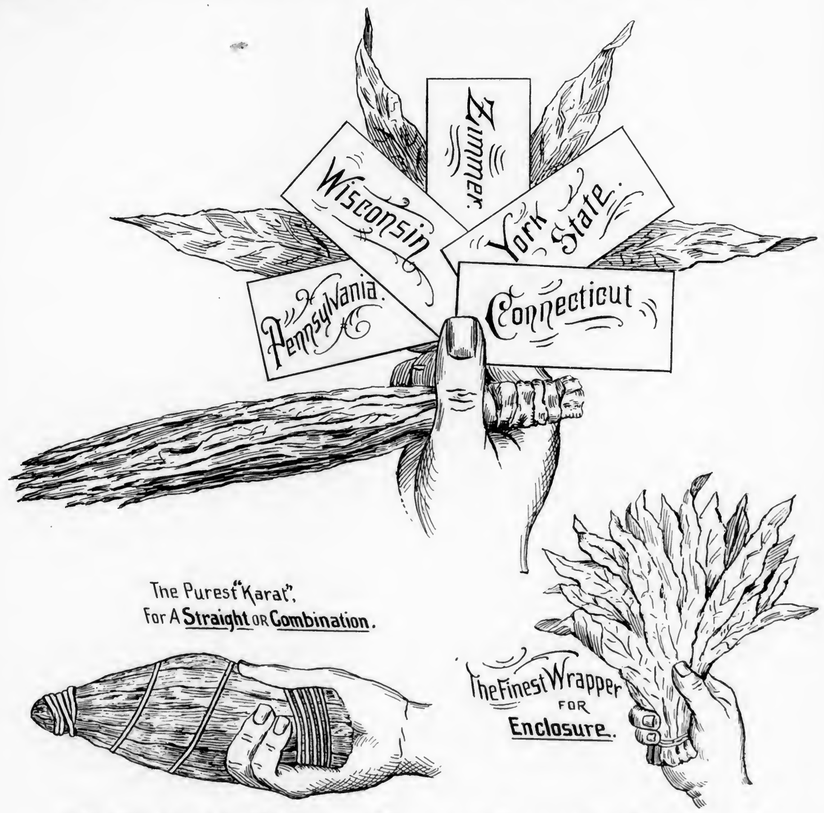
DOHAN & TAITT

Prominent and Direct

Importers and Packers

LOOK!

The Best Hand to Draw From.



We Hold All These. You are Sure of a Safe Deal, and Bound to Draw a Winner.

Prices The Lowest. *Samples Sent on Application.*

DOHAN & TAITT,

No. 107 Arch Street,
Philadelphia, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

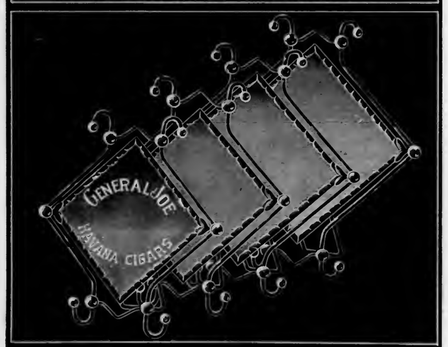
EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

Here's A Trade Tonic
A 3-cent Cigar of Superior Quality,
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples.
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS.
Easel Stands, Antique Copper Finish, Tilting Mirrors
STYLE 56. STYLE 57. STYLE 58. STYLE 59.

MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

BROTHERHOOD CUT PLUG
Highest Grade
Strictly Union Made. Dealers can be supplied promptly by
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. Three for Five Cents.
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

STAR OF TRADE CIGAR
Quality Commends
THE Star of Trade CIGARS
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXV.—THE MISSION OF THE CIGAR.

By M. E. FLAHERTY.

What, then, is the mission of the cigar? In one word, peace. In two words, more peace. More peace than the world ever knew before the first cigar was made.

It is simple enough for the mind's eye to grasp the details of the picture in those golden days in Cuba, before Columbus came, when the happy red people, the truest devotees tobacco has ever known, bent their calm faces over the wreathing smoke, or raised them in adoration of that Unknown Being who had provided so marvelous a blessing.

Gone is that golden age, but every lover of the cigar may bring it back again and make himself the center of that blissful environment if he but will. Peace, peace, and again peace is the mission of the cigar.

Has it ever occurred to you that the reason men persist in smoking after the qualms ensuant upon a first indulgence, is an unconscious yearning to attain in themselves somewhat of that stoicism which characterized the American savage? It was his tobacco that made the Indian stoical. His personal dignity won the admiration of the Europeans who first made his acquaintance. To discern what it was that made the Indian, a wild creature of the woods, a man of stately bearing is not difficult. He had in the tobacco plant, the uses of which he had dis covered by what chance tradition does not say, a master of ceremonies, a teacher of deportment, such as the household of no king on earth has ever been able to boast, and he had no other teacher. That however cruel and vindictive the Indians were to other races of their own blood, it is the truth that towards the white man they were at first the embodiment of good will. The Indian's passion for tobacco was a dignifying passion. It stayed the wild impulses of his hot blood; it lent to his utterance, whenever he spoke, a deliberativeness that every parliament on earth might envy. In short, it made him a man inclined to peace, and when I reflect upon all the wars, all the scandals, all the quarrels, whether of individuals or of communities that have disgraced the history of mankind, I regret that tobacco was not known from Adam's time down to our own, and I perceive that had the Greeks and Trojans but known the cigar, Priam might have ended his days in peace, and Hector would not have been dragged around the walls of Troy behind the chariot of Achilles Cannot you conceive a cigar loving Menelaus in slippers by the evening lamp, an adoring and faithful Helen quietly watching him from the other side of the table, and happy in a wifely way over the enjoyment he is evidently extracting from his favorite brand? No thought is in her honest heart now of wanton Prince Paris and the devouring glances he has ventured to cast upon her divinely comely face And as for that same Prince Paris, the lady of his desires being plainly unattainable, cannot you see him flying for solace to his favorite brand? And the Gods who took sides with Greek or Trojan, great Jove, Apollo, Mars and the rest of them, had they been but as fortunate as the Indians, do you dream that they would have foregone their cigars in order to go a soldiering?

And then those quarrels in the Roman state, between great Julius and the envious Casca and the others? The lean and hungry Cassius might have grown sleek and fat and thereby personally acceptable to Caesar, had they one and all but smoked cigars. In the calm which would have come upon their souls they would have discerned the ugli ness of personal hate, and, what is more to the point, they would not have had so much time for conspiring.

MR. M. E. FLAHERTY.

Others may say what they please, my contention is that the greatest educator civilization has known is the cigar. Not only has it softened manners but it has widened the mental vision. In the corpus vile the cigar is agreeable to the mucous lining of the head and most welcome to the stomach. Unlike wine which heats, the cigar cools. To the brain it is the gentlest and surest of stimulants. It arouses only noble inspirations, and it would be easy to fill libraries with the worthiest literature, all sprung from cigar smoke.

Shakespeare, who divined everything, put into the mouth of Cassio an aspiration that was realized almost instantaneously with the first production of Othello. Cassio complained that he had "very poor and unhappy brains for drinking," and wished that "courtesy would invent some other custom of entertainment." Behold, courtesy has invented the cigar. The cigar has minimized ill doing and evil thinking in the world; it has won men to kindly thoughts and courteous deeds. No man has ever quarreled with another, each of whom had a cigar between his teeth. No deed of violence was ever committed by a man in the act of smoking a cigar. Compute for yourself all the quiet hours men spend in the companionship of the weed, and then if you would estimate, with something like correctness, the good the cigar has done and is doing, imagine what mischief would have been afoot in a cigarless world.

To the dumb stoicism of the aboriginal smokers of this continent have succeeded the enlightened calm akin to a philosophical stoicism yet not otherwise resembling that cold and academic condition, and a dignity of personal bearing that is as far in advance of the jerky and petulant demeanor of the days when Paris destroyed the happy home of Menelaus, as a first class modern house is in advance of a lodge in the wilderness.

The broadened intellect, the awakened heart and the measured discourse of modern men are to be traced, if not wholly, then in great part, to the universal prevalence of the cigar, and since cigars are smoked to a greater extent and of betters kinds in America than in the rest of the world it is among our own people that we find happier conditions than exist elsewhere.

Smoke up.

—

Next Week—Chapter XXVI:—"A Trade in Tobacco with—Ahem! —The Devil," by Eppo Harkema.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

IMPORTERS AND PACKERS OF

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. Third St. Philadelphia, Pa.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO HAVANA

122 North 3rd St.

K. STRAUS A. LOEB

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

Segar Store Suggestions.

INDEPENDENCE DAY.

Special days afford special occasions for window dressing, and no day offers a more favorable opportunity than July Fourth. It is a day which permits of the use of a perfect riot of color and a perfect outpouring of enthusiasm as expressed in a window decoration as loud as one pleases. What could not be tolerated at any other time becomes permissible upon this day, and without attempting to make an artistic trim almost any one can make up something which will attract trade and at the same time interpret the spirit of the day.

Unlike Memorial Day, the Fourth is a day of the most enthusiastic expression of joyousness. Whatever else one may do there is always an expectation that he will make a noise, the more the better, and if he does that he will surely live up to the best traditions of the day. It is a hurrah time, and as such it creates a feeling which can be appealed to chiefly by making up flaming windows which will convey the impression of the spirit of '76, When one has accomplished that he has done all that is required of him.

There is another good thing about the special trim which should accompany the Fourth. Any dealer can make up one. It doesn't require plate glass windows to make it look well, and yet a decoration will look quite as well behind plate glass as it will in a small window, or vice versa. For this much all dealers should be thankful.

The main idea must be to reproduce the spirit of the day, and the best way to do that is to made the window a mass of color, chiefly the national colors, or some combination in which the national colors are predominant. It isn't a question of what to use; that much is determined by the day itself. But it is rather in the way it is used. It is possible to so decorate a window, even with the national colors that it will have a repulsive rather than an attractive appearance. And even the flag, with its artistic accompaniments, garnished with a plentiful supply of goods which customers want, can't overcome the unfavorable impression. Extreme care must, therefore, be exercised, else the window will fall flat and the time expended in making up the decoration be lost.

The first thing to do is to cover the back and sides with the flag, either draped or merely hung. It doesn't matter particularly which. Possibly in a tall, rather narrow window, it would look better if the flag were hung, with the star field uppermost. In a wide and rather low window it would certainly look better draped. In both instances the dominant characteristics of the windows would be modified, and modified in such a way that their natural attractiveness would be increased, which is essential in many cases. The floor of the window should never be covered with the flag. It isn't wise to tread the national ensign under foot. It will be perfectly satisfactory to cover the floor with crepe paper in the national colors with the stripes running across the window, if it is wide, or lengthwise if it is narrow.

Upon this basis you can build your trim.

It would be well if the steps or shelves, which have frequently been described in these columns, were introduced before the floor is covered. They are exceedingly handy appurtenances upon which to display the goods which you will offer during that week. Over them can be placed the crepe paper, or bunting, just as you happen to have handiest. The crepe paper is mentioned because its cost is very small and special stock is prepared for this purpose. Leading manufacturers make a sort of paper for decorating which is better for this purpose than anything else procurable.

Having completely covered the window with the national colors, it is then in order to introduce the goods, which ought to comprise a representative line, including everything you ordinarily sell and also some goods specially procured for this brief holiday occasion. Buyers will be looking for bargains, and it is profitable to have these bargains to offer.

Arrange them as artistically as you can upon the shelves, showing the different classes of goods in illustrative positions, and also in such positions that they will easily emphasize each other. That will help sell the goods, and at the same time make a very attractive window.

It will scarcely be necessary to undertake a detailed description of

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

No. 23 North Third Street

Philadelphia

SUPERIOR GRADES of

Sumatra, Havana and Domestic

TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

E. LOUIS,

IMPORTER OF

SUMATRA AND HAVANA

AND PACKER OF LEAF TOBACCO

146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"

A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

GRAULEY'S Golden Rule 5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's TAHOMA 5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars ..High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

the various goods which ought to be used and their arrangement. Let it suffice to say that the stock, whatever it may contain, should be indexed in the window. This should be made so plain by means of appropriate lettered cards that any body can understand it without further explanation. Otherwise it may be that the decoration will be misunderstood, and possible purchasers will pass without giving the window and its decorations any particular attention.

This window can stay in a week or more, and if the arrangement is satisfactory there will be no question about it selling goods all the time. Short time trims are generally such as have received very little attention, and are good only for a particular day, but the patriotic sentiment aroused by the return of July 4 does not wane with the day Instead, it is prevalent for a week or more before and a week or more after, and your window can safely remain during this period.

It is needless to expend any considerable amount of money upon the decorations. The flag is sufficient to create a favorable impression, and if you accomplish that you reach the end for which all are striving, professionals and ambitious amateurs Without it, you can accomplish nothing; with it, everything will be conquered Therefore, whatever else you do, determine to reach simplicity and strength, but withal, a faithful representation of the dominant idea of the occasion commemorated.

The Banquet Proceeds!

THIRTEEN MORE
OF THOSE
JOLLY CHAPTERS
of
The Comic History of Tobacco
BY DIVERS HANDS

Dates of Publication:

Chap. xxvii—July 2
"A Saintly Blessing Upon Snuff"
By Avelino Pazos, of A Pazos & Co.

Chap. xxviii—July 9
"A Put-up Job at Piacenza"
By John W. Merriam,
of the Roy Croft Segar Shop.

Chap. xxix—July 16
"When George Sand Painted Snuff Boxes for Bread"
By Sam Seymour, of Seymour & Son

Chap. xxx—July 23
"Honey, Won't You Have a Smoke?"
By Morris Theobald, of The Theobald & Oppenheimer Co.

Chap. xxxi—July 30
"Prince Florizel of The Bowery"
By Leo Gershel,
of L. Gershel & Bro.

Chap. xxxii—August 6
"On a Rooftop in Bagdad"
By Stephen G. Ruth.

Chap. xxxiii—August 13
"An Interchange of Tobacco Courtesies by Royalty"
By Edwin I. Alexander,
of Jos. S. Gans & Co.

Chap. xxxiv—August 20
"Chigwooltz and His Partisans"
By Charles S. Morris,
of Chas. S. Morris & Co.

Chap. xxxv—August 27
"America's Overwhelming Debt to Tobacco"
By Louis Hirsch,
of Jos. Hirsch & Son.

Chap. xxxvi—September 3
"Music and The Weed"
By Wm. Vigelius,
of Havemeyers & Vigelius.

Chap. xxxvii—September 10
"The Smoking Room of Mr. Gorgias Midas"
By H. J. Spingarn, of E. Spingarn & Co.

Chap. xxxviii—September 17
"The Most Picturesque Tobacco Congress in History"
By Fred Opp.
of Weinheimer & Opp.

Chap xxxix—September 24
"A True Devotee"
By Louis Ash,
of Louis Ash & Co.

If you have not already sent in your subscription, do so at once.
Subscription, $2 per year. Single copies, 6 cents.
The publishers of The Tobacco World cannot undertake to supply back numbers. Send your orders in advance.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers *and* Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JUNE 18, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

IV.

Let us consider the burdens of the big people.

In that they have to find a market for their cigars they are on the same footing with the smallest of the small, for ultimately each appeals to that most uncertain of beings, the individual consumer.

No one who reads his daily paper can fail to have noticed an almost unanimous expression of feeling against huge corporations engaged in supplying the wants of the people. The discussion of the methods of the so called beef trust is fresh in every mind, and the words of Dr. Patton, who has just resigned the presidency of Princeton University, when he declared that owing to the aggressions of corporations, matters in the United States were coming to such a pass that even the brightest and most capable young men hesitated about getting married, have found lodgement in hundreds of thousands of hearts. The beef packers of Chicago and New York, who are popularly held responsible for the recent unprecedented rise in the price of meats, allege in their defense that they are not to blame for present conditions, yet every one of the small butchers who have been driven out of business, with one voice accuses the big packers.

In the cigar field the small dealers make no accusations against the big manufacturing corporations. They are courteously and considerately treated and the numerous free "deals" undoubtedly redound to the advantage of the retailer. If he chooses to give his customers the benefit by selling largely advertised brands at less than the advertised price that is altogether his own affair. At the prices at which they sell their product to the wholesaler and the retailer the big corporations are able to earn satisfactory dividends upon their stock, and that is, after all, their chief concern

According to the original definition of the word, there is not, and there never has been a tobacco 'trust" All that the big corporations engaged in manufacturing cigars, cigarettes, smoking and chewing tobacco really possess is the proprietorship of certain widely known brands. No corporation now in existence would dream of "cornering" Sumatra, or Havana, or Pennsylvania, or New England leaf, any more than it would dream of buying all the crop grown in Kentucky, Maryland, Virginia or North Carolina The great corporations originate few brands Possessing as they do brands universally known, and constantly newly exploited, they content themselves with keeping alive an active demand for these. They possess such a multiplicity of brands that they willingly suffer a few of them to die. Dr Patton would doubtless be greatly surprised were he to make the acquaintance of the large number of young men employed by the big tobacco manufacturing corporations who are already married or who are contemplating matrimony. These young men are less dubious of the future, than are other of like age engaged in independent pursuits either in the field of tobacco or any other field, and it is precisely because of this contentment that the corporations grow stronger Their employees know that so long as they are faithful and industrious they may aspire to promotion. Promotion among these employees is earned by merit alone. There is no such thing as "pull." It may be true, as was stated by the cigar salesman who has already been quoted in this series of articles, that the occupation of the high salaried cigar salesman is in jeopardy by reason of the huge advertising and the clock work like distributing facilities of the big corporations, but that does not mean, however, that the corporations do not appreciate salesmanship, but simply that they utilize the various abilities possessed by their employees in their own ways, and these, when the final word is said, are all directed to the marketing of their products. This is where the corporations are on the same footing as the small or medium sized manufacturer. They have to find buyers for their goods and so does he. We cannot all be millionaires, and ever since there have been merchants in the world a few have prospered exceedingly; more have done moderately well, while the great majority have been strugglers. These conditions will always exist. Bright men take advantage of opportunities as they arise; strong men, at least in a measure, create their own opportunities; and the multitude simply get along the best way they know how, or as Providence shall please. The best of all ways, especially now when every mouth is filled with talk of what the big corporations are doing, is to mind your own business. Get out of the habit of talking about the corporations. Every time you talk about them you advertise them, and to give your competitor an advertisement free, gratis, and for nothing is the poorest business policy imaginable.

The corporations have their own burdens and they are by no means light ones.

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Chemistry of Cigar Smoke.

NEW HAVEN CONN., June 14, 1902.

DEAR MEDICINE MAN:

Can you give me the chemical resultants from the smoke of a cigar?

YALE STUDENT.

The Answer.

H. Thoms, a well-known German chemist, reported on this subject in May, 1900, as follows:—The smoke of tobacco contains the following deleterious, not to say dangerous elements: Nicotin, pyridine and its homologues, and a certain empyreumatic oil. He was unable to detect hydrocyanic acid (which has been declared to be present by others).

A curious fact is that the bottom of the pipe or receptacle prepared in the apparatus for this purpose, was found to contain a quantity of nicotin from two to three times greater than that derivable from the tobacco direct by processes other than burning.

The pyridic bases are derived from the decomposition of nicotin, about 75 per cent. of the nicotin passing over as that substance while the residue, or 25 per cent., is decomposed, giving rise to these bases.

The determination of its nicotin percentage is no criterion as to the value of a specimen of tobacco. As in the case of tea, coffee, cognac, etc., the sole criterions, in this direction, must be the gustatory organs of the expert connoisseur.

In his experiments, made with a view of discovering, if possible, some new method of determining the value of any given specimen of tobacco, Herr Thoms determined the proportions of the principal elements of tobacco smoke. He determined, first, the quantity of nicotin that a tobacco of a known and definite composition gives off, as such, with the smoke as well as the amount that passes off by decomposition into pyridic bases; second, the amount of carbonous residue, ash and its composition; third, the amount of carbonic oxide, fourth, amount of empyreumatic oil; fifth, the amount of hydrocyanic acid.

The apparatus used by Herr Thoms was especially constructed for him. It consisted of a tube for holding a cigar, with a receptacle beneath, for catching the ash. This tube (analogous to the mouthpiece or "cigar holder") is ultimately connected with a draught tube, itself attached to a hydrant in such manner that when the water is allowed to flow the stream produces an uniform draught, by which the smoke and gases arising from combustion are drawn through, first, two flasks, each containing a 10 per cent. aqueous solution of caustic soda, which takes up the carbonic, butyric, and hydrocyanic acids (if the latter be present, though thus far only insignificant traces have been detected).

Thence the smoke passes consecutively through three flasks charged with a 10 per cent. solution of sulphuric acid, and which retain the acids, the nicotin, and the pyridic bases. Leaving these, the smoke is carried through a flask containing fresh defibromated and filtered blood, which fixes the carbonic oxide. The last flask contains dry cotton lint, the object of which is to absorb the empyreumatic oil. The draught is arranged so that it will consume from five-sixths to nine-tenths of a cigar in 20 minutes.

The residual nicotin of the stump or butt of the cigar is determined directly.

In practice, after the cigar is burned to the desired point, a steam jet is thrown into the first two flasks, by which means the dissolved alkalies are carried into the next three flasks. The mixed alkaline solutions are extracted by agitation with ether, and, after acidulation with sulphuric acid, submitted to distillation. If hydrocyanic acid be present in the distillate, it will be shown by the usual test, and by its transformation into Prussian blue.

In a similar manner the acid solutions are exhausted with the ether derived from the preceding distillation, then rendered alkaline, and leached by steam; the distillate, containing the pyridic bases, nicotine and ammonia, is acidified with

Unanimous Opinion

of

The Trade Admits

that

F. & E. CRANZ

Have Bought

The Finest

Sumatra Tobaccos

This Year

F. W. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia" "Webster" "Farragut"
Office, 209 Pearl St. NEW YORK CITY. Factory, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

acetic acid. A current of steam is carried through to remove pyridine and its homologues. The residue is again rendered alkaline, and again submitted to leaching with steam, to remove traces of the alkalies, a fact evidenced when the last portion of the distillate, acidified with H_2SO_4 no longer gives a precipitate with iodide of bismuth and iodide of potassium. The total results are determined in the usual manner.

***

Some Costly Snuff Boxes.

In answer to J. Isles, of Newport, R. I., I would say that to the best of my recollection the costliest snuff box on record is a gold Louis XVI box, with six plaques of figures after Fragonard. The painting was in brilliant enamels. The box was part of the Mainwairing collection, and brought 1,450 guineas in London at auction.

There were altogether 114 snuff boxes in the Mainwairing collection. Among the most precious was a Louis XVI oblong gold box, the top ornamented with a blue enamel medalion, that was bought for $1,000. One Louis XV oblong gold box, having the top painted with a lady and two children in a room, the sides and bottom ornamented, went for $750. One of the most exquisite had a top of gorgeous enamel, the lady's head a marvel of loveliness, and surrounded by bouquets of flowers. For this $1,500 was paid. Another very costly box was a large Louis XVI oval gold box, with six panels of green translucent enamel, the top panel containing an exquisite enamel of Leda and the Swan that brought 535 guineas. An octagonal gold box of the Louis XIV period, inlaid on top and bottom with two panels of oriental onyx, in the upper panel the medalion of a lady surrounded by 44 fine brilliants, came within 15 guineas of the "Leda."

THE MEDICINE MAN.

Labor in Porto Rico Grumbles.

A New Yorker just returned from a long stay at San Juan, P. R., says it is very likely that the cigar manufacturers of Porto Rico will soon have some labor troubles of their own The cigarmakers of San Juan, Caguas and Cayey are preparing to organize into a really strong union, and will then make a hard fight for an increase in wages.

Jose M. Pendas Returns.

Jose M. Pendas, of Y Pendas & Alvarez returned last week from a visit to his trade in the West. He reports the demand in that territory for "Websters La Mia's" and "Farraguts" to be brisker than ever.

Y Pendas & Alvarez brands of clear Havana cigars are recognized as standards of excellence all over the United States.

Quillo and Peekolo.

Joseph Kraus' Latest and Happiest Cigar Creations.

Joseph Kraus, the well-known manufacturer of fine cigars, of 535-537-539 East 75th street, New York, who is always fertile in invention, and always enterprising and modern, is about to put upon the market his Quillo ten-cent brand and his Peekolo five-cent brand. These are absolutely unique creations. Patent has been applied for and Mr. Kraus' patent right interests are being attended to by Wise & Lichtenstein. The cut published with Mr. Kraus' advertisement, appearing elsewhere in this number of The Tobacco World, will give the readers a most correct knowledge of Mr. Kraus' creation.

The Quillo is a high grade cigar made out of pure Havana tobacco, filler and wrapper. The cigar is sanitary and hygienicy. Mr. Kraus claims that by using only pure Vueltas and deodorizing the nicotine he produces the sweetest, mildest and most aromatic cigar on the market.

Samples of the Quillo and Peekolo brands will be furnished upon application to Mr. Kraus, and he will also be pleased to correspond with jobbers and retailers on this subject.

Canadian Law vs. Chinese Tobacco Men.

Nine Chinese tobacconists in Victoria, B. C., were taken into the police court of that city recently, on a charge of displaying for sale tobacco that did not have the stamp of the Inland Revenue Department on it. It has been the habit of the Chinese to take tobacco out of its original package when they get it in, and put it in a special box. This is contrary to the Inland Revenue Act, which provides that the stamp of the Department must be left on tobacco offered for sale. The breach of the act by the Chinese was discovered by city detectives who were searching for two lots of tobacco which had been stolen during the past two months. It was found impossible to locate the stolen tobacco on account of its having been removed from the original packages.

Our Packings
OF THE
1901 CROP CONNECTICUT
Cannot Be Surpassed
FOR YIELD.

It will be to your interest to look at our samples.
Our Prices are Very Reasonable.

LEWIS BREMER'S SONS,
Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco
Nos. 322 and 324 North Third Street,
Philadelphia

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
B. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

Late News from Cuba.

The market for the week ending June 7 has ruled somewhat quieter as far as transactions in leaf tobacco are concerned, the total amount of sales not amounting to 2,000 bales in all, the bulk of which consisted of old Remedios first and second capaduras, while small lots of old Vuelta colas and possibly a vega or two of new Partido factory tobacco must be included. Prices, however, are firmly maintained, and in cases where holders insisted upon higher figures, buyers were unable to execute orders on hand at their limits. The tendency is surely favoring a rising market, although until the demand is more general it may not be noted everywhere, as usually during the slack season somebody may be encountered needing money who would be willing to make a sacrifice in order to be accommodated with cash, these few and far between sellers forming the exception to the rule.

New Crop.

Rains distributed more or less all over the different tobacco districts during the week have even helped to make farmers of the Remedios region take down their tobaccos from the poles bundle them and pile them up, while in the Vuelta Abajo and Partido it accentuated and caused renewed activity in the various packings.

Pinar del Rio.—More or less complaint is heard from the farmers, owing to their being docked by the buyers in the field upon old contracts, because the latter claim that at the prices agreed upon as to the promised standard in wrappers and quality, the same does not come up to the verbal agreement at the time of the purchase, and therefore unless prices are modified they are compelled to reject the tobacco bought. Similar complaints are heard every year, and while in some cases advantage might be taken of the farmers, the latter as a rule are also to blame in not distinguishing between their purchasers at the time the contract is made, and preferring to take their chances in getting a dollar or two more per quintal, knowing well enough that the buyer will crawl out of his contract, if he has the least ground or pretext to throw up the latter. As long as avarice and cupidity are predominant in human nature, such double dealings upon both sides seem unavoidable, still there are enough straightforward, honest buyers, as well as farmers, who each considers his word as good as his bond, and where no differences arise at the time of receiving the tobacco.

Vinales.—The escojida of El Gimagua has been commenced, and having bought more than 100,000 cujes and being still buying, the probability is it will last a long time, and thus give bread and sustenance to a large number of families, as men, women and children are all employed here during the summer time in the various manipulations of a packing of tobacco. Facundo Gutierrez has also started a large escojida which promises to last a long while, owing to the quantity of leaf purchased.

Consolacion del Sur has three escojidas going, one of the principal being that of Don Benito Balestena, for the old and well known house of G. Salomon & Bros. of Havana and New York.

Jose E. Suarez & Co.—Don Jose Suarez, who is familiarly known as "El Mocho," has recently purchased through Manuel Gutierrez (alias Praviano Chiquito) all the leaf grown from Mal Paso up to Las Acostas, including the vegas Virgenes, Herreria, Cuevas, Cantera, and of Marron up to the foot of the hills of Luis Lazo.

Partido.—In Alquizar, San Antonio de los Banos, Guira de Melena, Santiago de las Vegas, Bejucal and other smaller hamlets too numerous to mention, everybody is now hard at work to forward the packing, and the tobacco as a rule turns out very fine in silky leaf, even, light colors and of excellent burn. Such well-known houses as Jorge P. Castaneda & Co., Garcia & Co., Cano y Hno, J. Puente & Co., Sobrinos de Antero Gonzales, Remigio Lopez & Co, Jose E Suarez & Co., Aixala & Co., G. Salomon & Bros., Bruno Diaz & Co., are receiving regular weekly consignments of the new crop. There is only one complaint heard, and that is, that owing to the high prices paid to the vegueros and there being a larger portion of heavy-bodied tobacco mixed in the bundles than originally calculated upon, the cost of the light part suitable for clear Havana manufacturers will come very high this year.

(Continued on p. 21)

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

The Week in the Quaker City.

FAIR BUSINESS BY LOCAL MANUFACTURERS

Local cigar manufacturers all report a fairly satisfactory trade, which has been increasing slowly but steadily during the past two months, as shown by the reports from the Internal Revenue office.

The retail trade is also satisfactory upon the whole, of course one always finds the "exceptionals," no matter what branch of the trade the same thing will apply.

There seem to be no complaint coming from the jobbing trade at present, all seem to be doing a good volume of business.

FIRST DISTRICT OUTPUT IN MAY.

During the month of May the output of the First Internal Revenue District of Pennsylvania, which included Philadelphia, was as follows:

Cigars,	44,581,650
Little cigars,	27,500
Cigarettes,	3,908,958
Manufactured Tobacco, lbs.	94,462
Snuff, lbs.,	448,320

During the corresponding month of 1901, the output was as follows:

Cigars,	47,812,500
Little cigars,	2,000
Cigarettes,	15,891,933
Manufactured tobacco, lbs.	115,388
Snuff, lbs.	253,489

Showing a comparative decrease in cigars of, 3,230,850
Little cigar, 6,500
Snuff, lbs., 192,831

And an increase on cigarettes of, 11,972,975
Manufactured tobacco, lbs. 20,926

PORTUONDA'S SOUTHERN TRADE.

Vicente Portuondo recently received some elegant orders for his goods from Southern points, which territory is at present being covered by Mr. Harry Mills.

T. J. DOWD VISITS PHILADELPHIA.

T. J. Dowd, an extensive jobber in cigars and tobaccos, and also manufacturer of cigars, at Nashau, New Hampshire, visited Philadelphia this week, and took occasion to have a few moments chat with the "Editor." Mr. Dowd was accompanied by Mr. H. J. Yeager, a cigar manufacturer of Manheim, Pa.

GERSON HEYMAN HOME AGAIN.

Mr. Gerson Heyman, of the T. J. Dunn & Co. factory, returned to this city this week after a several weeks trip through the west. He met with much success on his trip with all the favorites of this house

MADISON MAKES THE ROUNDS.

J. W. Madison, with Trujillo & Co., of New York, was making the rounds in the Quaker City this week, and left immediately for Cincinnati and other western points.

EARLY CLOSING THIS SUMMER.

Coane & Patterson have begun to close their stores at 8 P. M., until September 1.

This firm has been made the Philadelphia distributing agents for the Liberette, a clear Havana little cigar put up in packages of 10 each which retail at 25 cents. The goods are made by Jose Lovera & Co., of New York.

PENT BROS. EXTREMELY BUSY.

The Pent Bros. factory has been extremely busy on their Tahoma 5 cent cigars. In fact they report that the past two months have been exceptionally good ones. They have just increased their force of cigarmakers by twenty additional hands, and would employ many more if satisfactory workmen make application.

VESPERS SELLING RAPIDLY.

When the writer made his visit at the sales rooms of Oblinger Bros. & Co. this week, he observed that the shipments of their Vesper five cent cigar, were more than ordinarily heavy, which view was confirmed by a member of the firm immediately. The number of sales are said to have increased very satisfactorily not only in this city, but in Baltimore and other places as well, where their trade is being supplied direct from the firm's establishments.

IN THE LEAF CIRCLES.

LEWIS BREMER'S SONS' CONNECTICUT

Lewis Bremer's Sons last year put up several nice packings of Connecticut tobacco, of which several nice sales have already been made They are now, however, offering the remainder at interesting prices, considering the available supply and those interested would no doubt do well by looking over their line. It must be always remembered that the firm's reputation is back of their own packings and their guarantee goes with every sale. See their special announcement elsewhere.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb.
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90

All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.

We can give you in Zimmers any size desired. We are selling Penna Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN L. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

L. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. E. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy Baltimore, Md.: Ed. Wischmeyer & Co.

BILLY DOTTS IN GOTHAM.

W. E. Dotts, of Dotts & Keely, visited the New York market early this week, and made selections of some fine goods for his trade. After his return he hastened up the state with samples of his new pur chases and other holdings.

M ROSENSTEIN NOW WITH DOHAN & TAITT.

Dohan & Taitt have engaged M. Rosenstein as an additional salesman for that firm. Mr. R. has already started on a western tour, and was in Cincinnati last week, where he had a fair trade.

ADOLF LOEB HOME AGAIN.

Adolf Loeb, of K. Strauss & Co., has just returned from a inspection tour through Ohio and Wisconsin, having made a number of selections of choice leaf for his firm.

DITTENHOEFER'S HAVANA OFFER.

W. Dittenhoefer & Co. are now offering some nice Havana tobaccos to their trade of first Capadnras. They have just received a nice invoice of Havana leaf and several prospective buyers have already been interested in the same.

LOCAL MEN ACTIVE.

J. W. Eckerson, of F. Eckerson & Co., is covering some of his usual territory through Pennsylvania.

M. B. Arndt, with Julius Hirschberg & Bro., is again in the west.

Geo. W. Newman, of Young & Newman, is continuing his western trip with excellent success.

The Loeb-Swartz Tobacco Co. report a very satisfactory business in Sumatra and Connecticut tobaccos. About 222 bales of newly purchased Sumatra are now on the way.

The week's visitors included Major J. W. Gillespie, of York, Pa., Wm. Newberg, with Jos Hirsch & Son, Max Schneider, of Laverge & Schneider, both of New York; Jas. McDonnell, of the Baltimore Leaf Tobacco Co., Baltimore, Md., and E. C. Tallard, with Chas. C. Culton, Edgerton, Wis.

PHILAD'A LEAF MARKET.

A fairly good volume of business was done during the past week, almost wholly in smaller lot sales. There is a very good demand for old goods of satisfactory quality. Pennsylvania broad leaf and Onondaga B's have been good selling filler stock this week, and a good lot of Connecticut force sweat was purchased by a local house.

Sumatra tobacco is moving rather slowly, that is so far as the new goods are concerned. The market has been rather quiet, and manufacturers do not seem to buy more goods than are needed for early use.

The Havana market remains fairly active and the demand for factory vegas is fully equal to the supply apparently available.

EXPORTS.

Antwerp—58 tons.
Liverpool—21 tons.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

SALESMAN wanted for Pittsburg, Ohio, Indiana and Michigan. Goods ranging from $9 to $30, union and non-union. Liberal proposition to an energetic man. Address, K. W. C., Box 118, care of The Tobacco World. 6 18.

AN experienced clear Havana and Domestic cigar salesman is open for connection with good factory from July 1, for the Pacific Coast; salary and commission. Address, A. R. C., Palace Hotel San Francisco, Cal. 6-11-2t.

CIGAR BOX MAKERS — We have 5,000 Mortised Brands, 200 fonts of Wood and Paper Type, and Cigar Box Machines for sale. Let us know your wants. LANCASTER CIGAR BOX CO., 515 N. Cherry St., Lancaster, Pa. 5-28-4t

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

An Appeal

TO

Every Cigar Manufacturer in the United States

TO

Save His Independence.

READ THE FOLLOWING:

NEW YORK, June 10, 1902.

Hon. O. H. Platt, Chairman Senate Committee on Relations with Cuba, Washington, D. C.

The National Cigar Leaf Tobacco Association is unanimous in favoring a reduction on raw materials in the interest of Cuban reciprocity. A uniform rate of duty is certainly advisable. We, however, strenuously oppose any reduction whatever on the manufactured articles of cigars and cigarettes. The American Tobacco Trust has recently acquired eighty per cent. of the cigar industry of Cuba, and it would be a serious menace to every independent manufacturer in this country if any concession were given to the trust on cigars and cigarettes.

SIGMUND ROSENWALD, President.

CHARLES FOX, Secretary.

We appeal to every cigar manufacturer in the United States to sustain us in our efforts to save his independence by writing and telegraphing, on the lines of our despatch above, to his representatives in the Senate and House of Congress, requesting them to uphold us in getting *A Uniform Rate on the Leaf from Cuba,* and to *Oppose Any Reduction Whatsoever on Cigars and Cigarettes Made in Cuba,* the output of which is now under the absolute control of the American Tobacco Trust, which trust would alone be benefited from any reduction in cigar duties in a Cuban reciprocity treaty. **ACT PROMPTLY.**

National Cigar Leaf Tobacco Association,

SIGMUND ROSENWALD, President.

CHARLES FOX, Secretary.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Weddings in the Trade.

An engagement of marriage has been announced between Mr. Chas. Soby, Hartford's most successful cigar manufacturer, and Miss Anna J. Hazlewood, daughter of Mr. Wm. J. Hazlewood, of the well-known cigar manufacturing firm of Leopold Powell & Co., of New York city.

The marriage of Mr. Robert B. Wallace, of Cleveland, Ohio, and Miss Blanche E Kinney, daughter of Mr. Dell Kinney, of the Schoverling-Kinney Co., is to take place in New York city on June 24.

Mr. Eugene Vallens has announced an engagement of marriage between his daughter Edna and Mr. Marcus Goldfinger, of New York city. The marriage will take place in the fall.

Not Boastful—Just Happy.

Ferdinand Cranz, the New York end of the well known Sumatra importing firm of F. & E. Cranz, is the author of the full page advertisement which appears in The Tobacco World to day announcing that the "unanimous opinion of the trade admits that F. & E. Cranz have bought the finest Sumatra tobaccos this year."

Mr. Cranz wishes the readers of the trade press to understand that this is not a boast. It is the truth and he is fond of stating the truth in a full-blooded way. He is happy that it is the truth. Moreover, he says he expects his advertisement to bring him in some full blooded orders.

It is up to the trade of Pennsylvania, New York and the rest of the country to make him realize this very natural and reasonable expectation.

The National's Appeal.

The appeal issued by the National Leaf Tobacco Association, which is published elsewhere in The Tobacco World to day, and which was published last week in the two New York city trade papers, is bearing fruit.

President Rosenwald and Secretary Fox are receiving, by each mail, communications from cigar manufacturers and leaf dealers which prove how much the trade has this most important matter at heart.

It is possible that committees will be appointed in every trade centre to canvas the trade and to bring all the weight possible to bear upon Congress.

Sutter Bros.' New Card.

Rouse ye, ye dreamers!
Wake up, boys!
Now is the time to buy.

Sutter Bros.' say so, and they know. And, besides, their new full page advertisement in this week's Tobacco World not only sets off the gong of the alarm clock but advises the trade that the live proposition in domestic fillers to-day is Sutter Bros.' La Aurora, Ohio Havana, Gebhardt, Zimmer Spanish.

I. Latzar in New York.

I. Latzar, Chicago's virile leaf merchant, visited his friends in New York last week.

George P. Butler's Charges.

He Accuses Consolidated Tobacco Co. Officers of Fraud.

A motion to set aside orders for the examination of James B Duke and Thomas F. Ryan in suits brought by George P. Butler and Susan K. Elms, as stockholders in the American Tobacco Company, was argued before Justice Clarke in the New York Supreme Court on June 13. The Consolidated Tobacco Company, Duke, Ryan and others are defendants in the case. W. Bourke Cockran, who appeared for the plaintiffs in the action and opposed the motion, talked for three hours before a crowded court room. He asserted that Duke, Ryan and their associates made $100,000,000 in the transaction by which the stocks of the American, and the Continental Companies were exchanged for the bonds of the Consolidated.

Delancey Nicoll appeared for the defendants, who wanted the orders set aside. He said that 99 per cent. of the stockholders of the American and Continental companies had exchanged their stock for bonds paying 8 per cent. rather than take chances of the tobacco trade. Butler, he said, had parted with 1,000 of his 2,000 shares of American Tobacco and now wants them back on allegations of fraud. Mrs. Elms, who still holds her 250 shares in the American Tobacco Company, wants an accounting rendered of the profits of the exchange of bonds for stock. Mr. Nicoll said that the examination was only to ascertain what the consolidated bonds are worth. Necessity for the examination was not shown, he said, and he further opposed it on many technical objections.

In replying Mr. Cockran called those who had engineered the exchange of securities conspirators and pirates, and said that the consolidation narrowly escaped being criminal. He and his associates had considered for a long time whether they could be indicted but they had dropped that course and resolved on the present suits. He said there are only two ways of procuring money, to make it or take it, and these defendants have taken it. Turning to Mr. Nicoll, he broke out:

The fruits of that fraud are one hundred millions and they are now in your hands. If this be financiering then there is no difference between finance and piracy.

A slap at his opponent, once District Attorney, was:

If men are to take their standard of morals from the Penal Code then it is quite natural they should seek counsel among men prominent in civil and criminal practice.

Mr. Cockran said that after much study he had come to the conclusion that the courts can do little to prevent fraud among persons in control of large corporations. Nothing can be done for mere extravagance of the directors, he said, and it takes a strong case to lead the courts to dissolve a corporation. He then turned out this kernel of his long address:

I think I can suggest a remedy here. It is a remedy which will never disturb corporate existence. It is the result of my sitting up with this crime for more than a year.

Everything that a board of directors can do they may do. They are not responsible to anybody for the exercise of their judgment; so that if it is their judgment, their course may be profigate, extravagant, short-sighted—everything that could be criticised upon grounds of prudence, and they are secure because they are our selection.

All the courts must do is to declare the directors must be honest and that a crime is a crime wherever committed whether in the back room of the directors or in the back room of a den of theives; whether it be in Wall street or in First avenue; that so long as one man is deprived of his property by the act of another, that he can be pursued by everybody who can show he had no right to it.

Mr. Cockran said he did not see the need of briefs, as there seemed to be no dispute on the law. The only thing, Mr. Nicoll said in return, was that he relied on certain cases regarding which he would submit a brief, Justice Clarke said, addressing Mr. Cockran:

"What I have to consider is the point as to whether these examinations are allowed under the Code. It may be that acts have been done for which there is no other remedy than the publicity you are evidently giving them here."

Mr. Cockran seemed about to retort, but Justice Clarke added: "I desire to say that you have charmed and illumined me."

A week was given both counsel to submit briefs.

Cigars from Porto Rico.

The steamer San Juan, reaching New York from Ponce and San Juan, P. R., on June 15, brought the following consignments of cigars:

	Cases
Vicente Balbas	6
American West Indies Trading Co.	12
De Ford	1
M Rucabado	34
M. Sola e Hijos	9
American Trading Co.	17
Muller, Schall & Co.	3
West Indies Cigar Co.	23
F. Bonilla & Co.	8
R. Fabien & Co.	5
American Tobacco Co.	50
Tomas Prado	9
G W. Sheldon & Co.	6
Porto Rico Market	6
Victor Malga & Co.	2

Sumatra by the Noordam.

The steamer Noordam, of the Holland-America line, arriving at New York on June 15, had on board the following consignments of Sumatra tobacco:

	Bales
Rothschild & Bro.	64
F. & E Cranz	45
United Cigar Manufacturers	36
Jos Hirsch	31
S Rossin & Sons	31
A Cohn & Co.	29
E Rosenwald & Bro.	20
Leonard Friedman & Co.	10
J Leopold & Son	7
S. Auerbach & Co.	1
Order	89

A Story of Progress.

Not wordy or boastful, but typographically exquisite and textually interesting, is the booklet just being issued by Sutter Bros., Incorporated, and entitled A Story of Progress.

The unnamed author of the little history says on his concluding page: My only trouble has been to get the Sutter brothers to give me the necessary information. They are so busy working in the living, hustling present that they have no time to brag about past performances.

The briefest summary of the history of this enterprising and successful house occurs on page 6. Here it is:

UP THE LADDER.

1866, Little cigar shop in Detroit, Mich.

1871, Four-story building in Detroit, 48 to 54 Congress street, employing 200 hands in cigar making and leaf business.

1876, Leading leaf tobacco house in Chicago occupying a four-story building at Michigan avenue and South Water street.

1881, Branch warehouses established in Wisconsin, at Janesville, Cambridge, and Soldiers' Grove.

1885, Great warehouse erected in Lancaster, Pa.

1890, The invasion of New England; warehouses established at Hartford, Conn., New Milford, Conn., Hatfield, Mass., and Brattleboro, Vt.

1890, Warehouses built at Dayton and Brookville, Ohio.

1898, Branch house established in St. Louis, Mo.,—412 and 414 North Third street.

1899, New York house established at 174 and 176 Pearl street.

1900, Headquarters at Havana, Cuba, enlarged and fitted up for entertainment of guests.

1902, Sutter Bros., Incorporated, acknowledged to be America's largest dealers in domestic leaf, and one of the largest importers of Cuban and Sumatran product.

The numerous pictures with the booklet is adorned are appositely placed and very illuminative of the respective subjects to which they attach. The portraits of President Louis P. Sutter, Vice-President John E Sutter, Secretary, and Treasurer Adolph Sutter, of directors, Jacob Sutter, Edward A. Sutter and Joseph Mendelsohn, and of the five young men who are humorously designated "a second crop of Sutters" are beautiful specimens of the highest class of photo engraving work. Equally good are portraits of Victor U. Sutter, house salesman in Chicago, of L. A. Borneman, assistant manager of the New York house, and of Otto Immenhausen, manager of the St. Louis house.

Everyone who get a copy of Sutter Bros.' "Story of Progress" is certain to keep it on account of its beauty, whether he is a customer of the house or not.

The book is from the presses of Ketterlinus, of Philadelphia, New York and Chicago.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL.*

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE, PACKING HOUSES Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO — TELEPHONE — WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler, 2 for 5 Cts.

Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

Trade-Mark Register.

Zu Zu. 13,704.
For cigars. Registered June 11, 1902, at 9 a m by L. R. Farling, Reading, Pa.

Admiral Forsyth. 13,705.
For cigars. Registered June 11, 1902, at 9 a m by H. S. Souder, Souderton, Pa.

La Flor del Flores. 13,706.
For cigars. Registered June 11, 1902, at 9 a m by E. H. Neiman, Thomasville, Pa.

Ben Roy. 13,707
For cheroots and little cigars. Registered June 14, 1902, at 9 a m by the Keystone Cheroot Co. Ltd., Hanover, Pa.

Cuban Planet. 13 708.
For cigars. Registered June 14,1902 at 11 a m by S. Fingerot, Philadelphia.

Virginia Planet. 13.709
For cigars. Registered June 14,1902, at 11 a m by S. Fingerot, Philadelphia.

REJECTIONS

Tip Top, Ten Penny, Whole Thing, Hand Over, Shiloh, Home made.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Rysdale's XXX, Campau Square, Antonie Campau, Western Lassie, The Lanista, Turkish Star, Star of the Orient, Oriental Star, Star of Mizraim, Star of Pithon, Mogan Dovid, Star of David, Mogan Mizraim, Trabroco, Imperial Edward, Importana, Adolph Thiers, Robert Boyle, Park Lake, Tavora, Doris Erin Libre, Rita de Ore, Ignito, Rose Maid, Choicer, Read Knight, Good Knight, El Plantico, Lesle Leigh, Alberta Converse, Wright M. Lorrimer, May Montford. Mabel Amber, Effie Shannon. Silver Dick, Maple City Hose Company No. 1, of Hornellsville, N. Y., Continental Chieftain League Cigar, Gazette, Bonavita, The Bethlehem of Palestine, La Fruta de Porto Rico, Hon. Judge Proper, The Green Banner, Millstream, Veta Grande, Buena Noche, Roy V. Cashion, Pat. Hennessey, Berma, Kahira, Abrogation, Pleasant Look, Brown Belle. White Belle, Yellow Belle, Burlington Cigarettes, Suburban Club Baltimore County Ten Cent Cigar, The Hon. Michael H. Herbert, Michigan Tavern, Ambassador Herbert Airon, Albion, Charleroi. El Rey de Espana El Broezel, Omega, Harry B Hawes, La Nata, Mi Reina Eddrina de Ed. M. Thompson, No. 134, Trade mark, W. P. T., El Cepero, Teamster's Union, El Rey de Porto Rico, Turkola, La Regalina, El Rey de Espana, Republican Emblematica Las Cremas Havana. Michael Henry Herbert, Zu Zu, Broadway Conchas Especiales, El Cerro, La Quenado La Nueva Gerona, Dos Bocas, La Nita, Morris High School M Ali, Vedora, Tom Hawk, Eye See, Eye Sea, Chippewa League, The Mississippi Bubble, La Deseada de P., Black Pug, Fofce, Cima de las Aromas, El Adalid, Melodia de La Manana, Cancion del Viento, Cancion de la Diosa, Melodia de Placer, Cenit de la Regalia, Ore de Vuelta Abajo, Sanidad, Vientos del Mar, Crema del Mente, Infanta Cubana, Dias de Oceana, La Tempestad, La Amenaza, Flor de los Valles, El Masculino, Suenos de Amor, Pipers,

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.

JOS. KRAUS, Manufacturer,

535, 537, 539 E. 75th St., NEW YORK

Quilto, El Rey de Porto Rico, El Arab, The Old Volunteer, Creolians, La Cosecha Cubana, Lessig's Belle Rose, Bridgeton Elk, Lessig's Alfio, Lessig's Menu, El Reno, Club Queen, Dona Rosana, Home Trade Cigar, Mt Vernon Specials, Van Rennesselaer, La Flor de Will Cia, Wade Hampton, Tacani.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Esperanza, Santiago and Morro Castle.

CIGARS	cases
Park & Tilford, New York	65
Acker, Merrall & Condit, New York	36
Waldorf-Astoria Segar Co., New York	19
S. S. Pierce Co., Boston	17
G. S. Nicholas, New York	13
B. Wasserman, New York	11
J. Wagner & Son, Philadelphia	9
Duncan & Moorhead, Philadelphia	5
American Cigar Co., New York	5
D. Osborn & Co., Newark, N. J.	5
Sprague, Warner & Co, Chicago	5
Gronmes & Ulrich, Chicago	4
Michaelis & Lindeman, New York	4
Esberg-Gunst Co., Portland, Ore.	3
D. Frank & Co., Boston	2
Reymer Bros, Pittsburg, Pa.,	2
G. W. Faber, New York	1
Schroeder & Arguimbau, New York	1
O. B. Stillman, New York	1
Metropolitan Club Washington, D. C.	1
Oscar Cranz & Co., Richmond, Va.	1
W. A. Stickney Cigar Co., St. Louis	1
S. Bachman & Co., San Francisco	1
M. Blaskower & Co., San Francisco	1
Total	213
Previously imported	3,573
Imported since Jan. 1, 1902,	3,786

LEAF TOBACCO	bales
J. Bernheim & Son, New York	188
Loeb-Nunez Havana Co., Philadelphia	83
A. Moller, New York	72
Waitt & Bond, Boston	60
Weil & Co., New York	55
J. Hirsch & Sons, New York	51
American Cigar Co., New York	50
J. P. Castaneda & Co., New York	50
J. F. Davenport, Boston	47
J. S. Gans & Co, New York	47
L. Goldschmidt & Co., New York	22
Manrara Bro. Co., New York	18
J. Vetterlein & Co., Philadelphia	15
A. S. Valentine & Son, Philadelphia	10
M. Kemper & Sons, Baltimore	10
Herz Bros., New York	10
M. Stachelberg & Co., New York	10
Yocum Bros., Reading, Pa.,	9
Haas Bros., Cincinnati	6
L. Friedman & Co., New York	6
A. Gonzalez & Co., New York	6
J. Lichtenstein & Co., New York	6
F. Schulz & Sons, New York	6
A. Cohn & Co, New York	5
Total	842
Previously reported	54,911
Imported since Jan. 1, 1902,	55,753

New York Leaf Market.

The present week begins well like an interesting serial story.

The Sumatra importers are receiving a sufficiency of orders from their salesmen and through the mails to keep them cheerful, and while it is true that there are no old time large single transactions there are an encouraging number of medium sized ones. Prudent buyers are beginning to appreciate the importance of buying now, for they realize that later on desirable Sumatra will be hard to find and expensive to boot. All advices from Holland agree that there is very little tobacco suitable for the exacting American trade in that which remains to be offered at the later inscriptions and consequently prices for that which has already been secured shows a tendency to advance.

The Havana importers are busy. Several of them announce that they have sold single lots of from 200 to 350 bales, and that other deals now pending will probably be satisfactorily closed during the present week. These sales, in the face of the reciprocity measure in Congress, indicate first that the manufacturers of clear Havana cigars are as busy as they profess to be and secondly that they are running short of stock. Havana wrappers are admittedly scarce and hard to find and the coming crop holds no very large quantity of them.

In domestic tobaccos the market is very quiet. It is already being reported that the new Connecticut shows traces of pole sweat.

Latest News from York, Pa.

I am informed that several large manufacturers in the city are interested in the new shade grown Connecticut Sumatra, which is identical in appearance with the Florida, and seems to yield better.

The statement regarding Edw. Neiman, several weeks ago, to the effect that he would open a union factory in Thomasville, was incorrect. While this may be his intention at some future date, he will continue for the present as heretofore.

Barney Regenberg, with Hinsdale Smith & Co., New York, is to be envied his intended ocean trip to Germany at an early date, as announced when in York this week. No doubt Barney will be full of "them" when he again visits York. His anecdotes are both amusing and interesting.

J. H. Brand, of Jno. Brand & Co Elmira, N. Y., made his initial trip to this section this week, and seemed to be very favorably impressed regarding future dealings in this community.

L. N. Oliver, of Boston, visited the city in connection with his business interests. He conducts a brokerage establishment in Boston, and handles a great variety of cigars

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price. Full line of *Cigarmakers' Supplies.* *Branding Machines* a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND **Seed Leaf Tobacco**

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa.**

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER

Manufacturer of

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

Union Butts

Are Made Exclusively by

The M. H. Taylor Tobacco Co.

READING, PA.

Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

E. A. CÁLVES & CO. ◇C◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

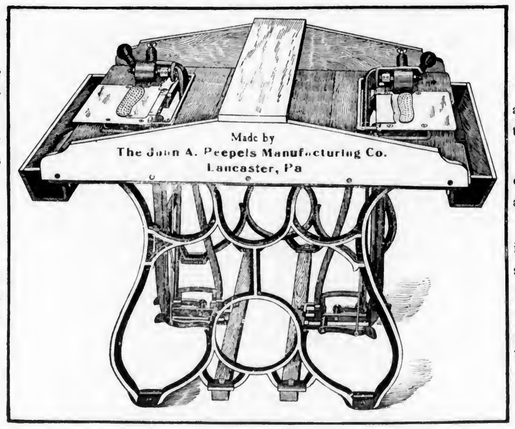
142 Water Street, NEW YORK.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

G.A.Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

LATE NEWS FROM CUBA.

(Concluded from p. 12)

Remedios.—The bundling having only just commenced, nothing of interest is known yet, but from now on more reports may be expected, either to confirm previous poor views, or if such a thing is possible, to modify them in some instances.

Cigar factories are moving along at the accustomed gait, the coming consolidation of the new and powerful Havana Tobacco Co. forming the absorbing talk. However, as there is really no increase in the number of factories, and it is simply a transfer of existing concerns under one management, it is but reasonable to suppose that the independent factories need not fear anything. In the matter of clear Havana cigars it is less the cost of a cigar, than its aroma and taste with the rich or well to do consumers, and as long as the Independents are careful to acquire only the best leaf and understand the not so easily to be acquired secret of blending different vegas, they will be sure to find a ready market for their product. A well-known brand, if uniformly kept up to its standard, is a fortune to its owner in the course of years, but the moment the brand deteriorates it will lose its customers and prestige. These facts are well-known and understood in the trade. The Havana Tobacco Co. enters the field as a successor of previous combinations, and if it can conserve or extend its operations, it ought to be welcome in the field of competition, as it might increase the consumption of Havana cigars, but always leaving room for the Independents, whose strength lies in the difference of tastes of consumers. The latter will stick to the able, conscientious and hard-working cigar manufacturer who produces a superior product and knows how to maintain it.

The Biggest Warehouse in Havana.

Don Adolfo Moeller has now 62,000 bales of leaf tobacco stored in his San Ambrozio stores in Havana, the bulk, of course, being for other people.

Federico Bauriedel & Co.—This long-established and well-known house, which deals in a number of products of this island besides tobacco and does a large commission and importing business, has also a cigar branch under the management of Don Edmundo Will, who through hard work and perseverance has managed to acquire in the United States, Canada and Europe a large number of steady customers who intrust him with their cigar orders. Don Edmundo has just shipped some thirty cases, amounting to 150,000 cigars, of which 80,000 went to the Pacific coast. Considering that this is the dull period of the year, this is certainly a fair showing, and as he has enough orders on hand the shipments of the house of Federico Bauriedel & Co. will continue thus, and increase in proportion as the general demand may increase later on in the season.

Weather in Havana sultry, as only light, drizzly rains have fallen.

Arrivals of Tobacco in Havana.

	Week ending June 7. bales	Since Jan. 1 bales
Vuelta Abajo	1,871	19,054
Semi Vuelta	26	594
Partidos	989	8,002
Matanzas	—	65
Santa Clara and Remedios	720	59,761
Santiago de Cuba	—	12
Total	3,606	87,488

B. van Leer's Mexico.

B. van Leer, of 136 Water street, New York, informs the trade that he has on hand a very choice selection of fine Mexican wrapper leaf. The scarcity of suitable Havana wrappers is causing manufacturers of fine cigars to consider the availability of Mexican wrappers. Mr. van Leer will be pleased to correspond with manufacturers on this subject, and will forward samples on application.

Geo. W. Sickles Dead.

Geo. W. Sickles, for many years a weigher for leaf tobacco importers in New York, died after a few days' illness at his home in New York on June 15. He was a veteran of the civil war and very popular in the trade.

Off for Porto Rico.

Alexander Blumenstiel, of the American-West Indies Trading Co., sailed for his post of duty in Porto Rico on the Philadelphia on June 14.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

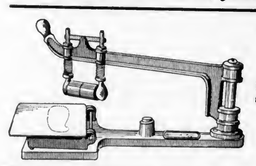
Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular
WM. S. GLEIM,
Lancaster, Pa.

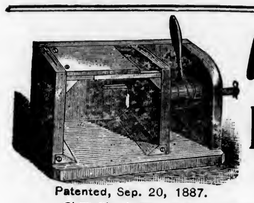
J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

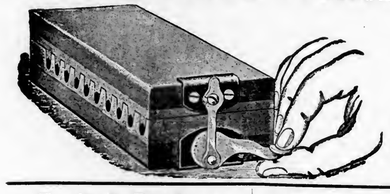
H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Capacity, One Million per Week.
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.
The Best Union-Made Five Cent Cigar in the Market
Union Made All Sizes

Union Made All Sizes
M. Steppacher, Reading, Pa.


Patented, Sep. 20, 1887.
A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press
Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.



Trade in Reading.

During the past two weeks Berks county farmers, have been busy setting out tobacco plants; the damp weather greatly aiding them in the work. From present indications a larger acreage than usual will be planted. Last year the growers received a good price for tobacco and are consequently encouraged. Many aim to have their plants as large as possible before setting out. There seems to be more vitality in them, and they are apt to grow much larger stalks. Tobacco raising is an industry which is quite important for certain sections of Berks county. It has been found more profitable than raising wheat, rye, potatoes or corn. For a number of years the farmers of the south western section of the county have been growing tobacco with success. The soil of other parts might be found suitable if experimented with, but some farmers are slow in taking up with the business. The farmers who are now growing tobacco have every reason to be satisfied with the results up to this time. The soil in the section now devoted to the industry, is every bit as rich and productive as that of Lancaster county.

John U. Fehr, who handles a large block of the tobacco raised here, stated: "The tobacco crop has been put out and looks well. The last time I was down in the tobacco-growing belt of the county the farmers were busy putting out their plants. All said that last year had been their best season to date, and that they were devoting more attention to the work now. Following is a list of the tobacco growers in the county and the acreage they put out this year.

Brecknock Township—Jeremiah Horning, 2 acres; Martin Graeff, 2; Jacob Graff, 1½; John Redcay, 2; Thomas Mohr, 2; Abraham Miller, 1½; Barton Kieffer, 1½; Samuel Kachel, 2; Harry Graeff, 1; H. Z. Kraemer, 5 to 7; Augustus Schlouch, 2; P. S. Sweitzer, 1; Harvey Hoffert, 2; Albert Z Wanner, 2.

Caernarvon Township—Harry Spitto, 4 acres; Abraham Foreman, 3; William Peck, 3; John J. Spotts, 2; L. J. Plank, 1; Daniel Foreman, 1½; Harry M Hertzler, 6; Daniel Mast, 1¼; Adam Stoltzfus 8; Geo Byler, 2; Charles Hoffman, 2; Isaac Styer, 2; John Sparr, 4; Martin Grube, 4; Joseph Leininger, 2; Samuel Styer, 1; John Spotts, 2.

Churchtown—Peter Foreman, 12 acres; William Hyman, 4; Milton Yohn, 6; Clement Yohn, 4.

An automatic cigar selling machine has been patented by John A. Tognetti, proprietor of the cigar store at 705 Penn street. It is being adopted by a number of cigar manufacturing firms. One firm has ordered twenty-five machines and is distributing them about the city. Mr Tognetti is a mechanical genius, and this machine is the result of many years patient work. It is 24 inches high, 12 inches wide and about 6 inches deep. The front is of cast iron, and is secured with a lock and key when closed. The mechanism is simple. At the end of the glass displaying the cigars is an attractive box in a slot, into which the nickel is dropped. The handle at the side is given a sharp turn and a cigar drops out in a tray at the bottom of the case. The machine has been subjected to a number of severe tests, but owing to the simplicity of its mechanism it has stood them all. Mr Tognetti will engage in the manufacture of the machines on a large scale.

T. J Dunn & Co. Boyertown, made large shipments of cigars during May, and several weeks ago the cigarmakers were put on full time.

Otto Eisenlohr & Bro., cigar manufacturers, of Philadelphia, have leased the large three story brick dwelling on Walnut street, Boyertown, formerly the cigar factory of T. J Dunn & Co., who built a new place of business. The new firm started up on June 16th. H. W. Graver has been employed as foreman. The firm has a factory at East Greenville and one at Trumbauersville This gives Boyertown, three large cigar factories, namely T. J. Dunn & Co., D. S. Erb & Co., and Otto Eisenlohr & Bro.

Charles B Greth, of this city, who represents Vetterlein Bros., of

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
75 PER M. PER DAY.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 85,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY,
Cor. Grant & Christian Sts., Lancaster, Pa
Packer of and Dealer in
Leaf Tobacco
CONNECTICUT
WISCONSIN
PENNSYLVANIA
Fancy Penn'a B's a Specialty
Telephone Connection.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

Philadelphia, has returned home from a three weeks western trip

He brought with him orders for 300 000 of the Sabarosa brand A new brand, Flying Hill, has just been placed on the market here

Kline & Winters, cigar manufacturers, are among the factories here that are running on full time. They enjoy a big demand for their new brand, which has been named the Reading Flyer. The label bears a picture of No. 317, the fastest engine on the Reading road, known as the "Flyer."

James P. Esterly is meeting with considerable success on his 218 Sporting Club cigar. He will place several new brands on the market late in the summer.

Leaf Tobacco Markets.

MIAMISBURG, OHIO.

Local representatives of an eastern packing concern have been very active buyers of 1901 Zimmer during the past week. Their purchases will aggregate several hundred cases, a portion of which was secured in this vicinity at prices varying from 10 to 11c, through, and the remainder near Lytle, at 10c.

Farmers are in the midst of transplanting the crop of this year, considerable of which has already been set out —News.

EDGERTON, WIS

The planting of the new tobacco crop is now on in full swing throughout the growing sections, frequent rains have helped to give a good stand in the fields and a quick rooting of the plants. So far the conditions are decidedly favorable, while the growers are working long hours in getting out the plants.

A few scattering sales of the last year's crop come to notice though but little riding is now indulged in at present.

A 100cs lot put up by Nels Nelson is reported sold to the Bamberger firm.

The market for cured leaf is extremely dull, both locally and in the eastern centers. George Rumrill reports the sale of 115cs for the week A N. Jones recently sold the last of his 1900 packing, some 250cs to export

Shipments, 1 056cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market opened active and stronger at a slight advance, with several new orders on breaks, and was firm throughout sale, closing strong. The export demand was quite heavy. The trade "across the pond" has just waked up to the low prices of leaf and the exceeding good and fine qualities. The cigar and Bremen styles are unexceptionable in quality and price Spinning Leaf, 6½ to 10c; Cigar Wrappers, 7 to 10c; Plug Wrappers, 8 to 12c.

Lugs–Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf–Com, 5¾ to 6¾c; Medium, 6¾ to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 480 hhds; year, 9,560. Sales for the week, 571; year, 4,524

The bulk of the crop is now in warehouses and many of the factories are closing and closed. About 90 per cent of the crops planted and estimated three quarters of a stand living Plants scarce, and not much prospect of an average crop being planted or grown this year.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in May were	4,524	Hhds.
Sales " "	3,399	"
Shipments in " "	5,259	"
Total stocks June 1	9,098	"

Buyers stocks 1,503 hhds; sellers stocks 7,595 hhds.

Our receipts this week were 918 hhds; offerings on the breaks, 1,157 hhds; sales, 769 hhds.

The market was active and strong on Bremen sorts of leaf. Lugs were very firm, but approximations and off sorts were easier.

The weather is hot and dry this week, and planters are waiting rain to complete the pitching of the crop, and make their replantings.

Quotations:

Low Lugs	$4.50	to	$4.75
Common Lugs	4.75	to	5.25
Medium Lugs	5.25	to	5.75
Good Lugs	5.75	to	6.25
Low Leaf	5.25	to	6.25
Common Leaf	6.25	to	7.00
Medium Leaf	7.50	to	8.50
Good	9.00	to	10.00
Fine	10 50	to	12.00
Selections	12.50	to	14.00

CONNECTICUT VALLEY.

We have no sales to report. Those growers who are holding their crops of tobacco do not expect to sell until the leaf has been sweated. They know its condition when it was packed and are not disposed to make any discount on the risk of damage by its sweating. If there are those who have injured their crops by packing when the leaf was too damp, we should expect to see them try to have it change hands. The work of transplanting is generally completed, where setting machines are in such general use that the labor of transplanting is largely lessened as well as hastened. The rains have come opportunely, but warmer weather is anxiously awaited.

Probably there will be a slightly increased acreage this year. Some growers were terribly disgusted by the treatment they received from the packers, and so will sulk about, and may not plant any, while from our standpoint we think the growers were the most at fault, as they had no business to sell at reduced prices. They should have gone to work and assorted and packed their own tobacco, wholly independent of the packers.

In many towns there will be an increased acreage, and many new curing barns will be erected. The outlook was never better than now for good prices for the crop this season. The growers of shaded tobacco seem to be wide awake for every improvement. They will try to produce a leaf a little heavier, as some of the leaf grown last year was too light, sometimes it would crack and thus ruin the cigar. Probably it will be topped and suckered this year, and allowed to fully ripen before harvesting.

Our correspondents write:

Conway: "The work of setting is nearly finished, and most of it looking finely. Cutworms are not so numerous as usual. The rains of the past week have started it off in fine order."

Suffield: "Look out upon the tobacco fields and you will see the slowly moving span of horses, and hear the steady click-click of the tobacco setter, as the tobacco crop is being set. The late rains have been a great help to the newly set plants, and they are getting a good start."

These are samples of several other communications that for want of space we omit. A good feeling seems to pervade the growers' minds from all sides.—Amer. Cultivator.

BALDWINSVILLE, N. Y.

Quietness still reigns in the local market, no buyers have been riding. Saturday E. Dingman received about forty cases for M. Levy & Bro., shipping to the firm at New York. There have been but small shipments from the warehouses, which are all closed with the exception of the Heinke warehouse. The heavy rainfall, combined with the cold weather which has prevailed all the spring, makes the prospect for a large crop unfavorable. A well-informed local dealer estimates that the acreage this year will be considerably below the average in this section. His judgment is that the acreage will be from ten to twenty per cent. below that of last year. Transplanting has not been commenced yet, the plants still being small, although a few growers are reported as having transplanted.—Gazette.

Veteran Boer in Cigar Trade

A. J. Wennips, a veteran of Gen Botha's army, has opened a cigar store next to the West Side Bank, on Chestnut street, Milwaukee.

Mr. W. was in the battles of the Tugela river, Colenso, and others, and tells stirring as well as humorous stories of the deeds of Boers and Britons in those contests. He is well known to a number of the Boer sympathizers in Milwaukee, who will doubtless make his establishment a rendezvous for all who admire the courage of the gallant South Africans.

The Cigar of Peace.

"Every attention is being paid to the Boer leaders, whose comfort in the matter of lodging is being well looked after." Thus the report from Pretoria, and in the interests of peace it is to be hoped that the comforts include some reasonably choice cigars, the reduction of which to ashes forms the best basis for an agreement between men who differ and smoke. By much tobacco Bismarck reduced Thiers to acceptance of the German terms, and the Spanish-American Peace Commission after the war of 1898 proceeded but lamely until the delegates kindled the pipe of peace. At the fifth meeting, little progress having been made, Senor Rios, on behalf of his colleagues, proposed an escape from the formal atmosphere. "I have observed," he said, "that the American Commissioners are accustomed to smoking. May I suggest that we join together in our one bond of sympathy and light our cigars and cigarettes?" This being done, the negotiations speeded happily, thereby proving that a smoke in time saves much firing.—London Chronicle.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
Manufacturer of and Wholesale Dealer in All Kinds of Cigars and Leaf Tobacco
Red Lion, York Co. Pa.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington; main office, Dayton, O.; Janesville, Wis.

THE UP-TO-DATE SYSTEM

We have long since passed the days of the stage coach and the tallow candle. Nobody wants to go back to them.

We have also passed the days of slow, inefficient methods in the cigar business as in everything else.

It is of the utmost importance to be up-to-date.

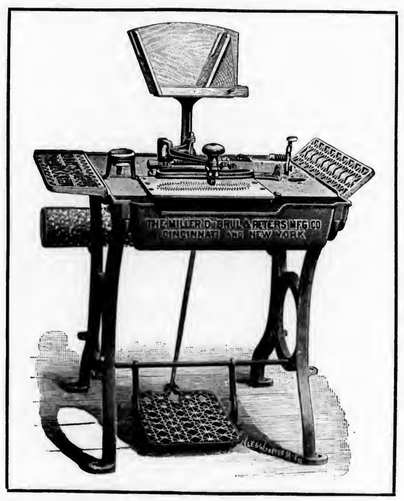
If the other fellows would stay back with you, you might be content to lag along in the same old rut.

The trouble is, though, that they won't do it.

The enterprising competitor insists upon installing the latest and best tools and equipment, which give him the biggest kind of an advantage. The only way you can save your business is to adopt these methods yourself.

The very latest thing in the cigar making business is the DuBrul Dieless Suction Table.

This is by far the best cigar rolling system ever placed before the trade and it is surely going to supplant all others.



The picture of the DuBrul Dieless Suction Table is shown in this advertisement.

Its superiority is due to the fact that it has no dies or rollers.

The cutting is done with a circular knife, which swings up out of the way of the operator when the wrapper is cut, leaving everything free to roll cigars, without being hampered by dies, fixed or movable, with all their complications, irritations and aggravations.

This table enables the operator to do more work and better work in less time and with less wrappers than any other table ever made.

There is absolutely no doubt about this; we have proved it by test.

We urge every enterprising cigar manufacturer to write to us to-day for full particulars, prices, etc.

We will also give you particulars of our Die Table, if you wish. It is the best of the kind. We have both styles to show at our offices.

Ask for booklet W. S. when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO
1 Madison Avenue, NEW YORK CITY

NEWS NOTES.

—The Seidenberg Company, of New York, has purchased the Ellicott Square cigar store from E. M. Statler, Buffalo, N. Y. R. J. Seidenberg, who formerly conducted the store, will be manager of the business. It is understood that Mr. Statler will open a large hotel at Sixth avenue and Forty-fifth street, New York.

—The Consumers Cigar Co. of New Jersey, has been incorporated, with its principal office at 247 Palisade avenue, West Hoboken. Capital, $100,000. Incorporators: Henry G. Alces, 247 Palisade avenue, West Hoboken; George G. Snyder and Louis H. Reynolds, 256 Broadway, New York city.

—Harry Stouch, a well-known cigar broker of Indianapolis, and C. W. Kriel, a dealer, have leased the cigar privileges of the West Baden Springs Hotel at West Baden, Ind., for a term of years, and will conduct the same under the firm name of Stouch & Kriel.

—A. Rosenbloom, of 329 East Water street, Syracuse, N. Y., has sold his retail cigar business to M. Winkelstein. Mr. R. will continue in the wholesale trade, and expects to erect a large warehouse for that special purpose, very soon.

—The late offer of 200 cigars with each 1000 Fontellas by Schwabacher Bros. & Co., of Seattle, has been withdrawn, and instead the firm now gives with each purchase 120 1-oz. packages of Bull Durham smoking tobacco.

—Ruhstrat & Curlett, wholesale and retail cigar and tobacco dealers at Chicago, have incorporated with a capital of $60,000. The incorporators were Adolph Ruhstrat, A. S. Curlett, and H. R. Flatt.

—The safe of M. W. Rhodes, a cigar manufacturer of Stroudsburg, Pa., was rifled last week of about sixty dollars and other valuables. A 13 year old boy has been arrested, charged with the theft.

—The H. A. Kihoff Company, capital $250,000, manufacturers and dealers in liquors, cigars, etc., has been incorporated, by Major McGregor, James G. Robertson and Marcus Hich.

—The Endless Link Cigar Co., of Milwaukee, Wis., is incorporated with a capital of $500. Incorporators, F. L. Prescott, Herman P. Hostmann and Wm. F. Nevermann.

—The Smart Set Cigarette Co. of New York, is incorporated, with a capital of $150 000. The directors are John Mason, G. E. Sawyer, and M. A. Vosburgh, New York.

—The Beneficial Cigar Co. has opened its new factory at Leon, Ia.

—W. H. Wright's cigar store, at 16 Jefferson street, Jacksonville, Fla., was robbed last week of twelve caddies of Schnapps, and six 5 pound packages of Duke's Mixture.

—The Duluth Cigar Box Factory has been incorporated at Duluth, Minn., with a capital of $10,000, by C. E. Judd, F. G. Stevens, and C H. Thornton, of Duluth.

—The Cooney Bayer Cigar Co., of Ft. Wayne, Ind., has been incorporated with $15,000 capital. The directors are Cooney Bayer, Wm. A. Bayer and Fred Bayer.

—W. H. Ausman, formerly steward of the Detroit Wheelmen, has resigned to go into the cigar business, and has secured premises on Woodward avenue.

—Cigarmakers in the employ of Clark Brothers, at Canton, Ill., have gone on strike because the firm refused to accede to their demand for a certain scale of wages.

—Sol. Rosenfeld, of Youngstown, O., has opened his cigar stand in the Wick Hotel, and has made it one of the finest hotel stands in the state.

—Allen Barnes and Edson R. Carrick, under the firm name of Barnes & Carrick, have bought the cigar factory of B. F. Cockayne, at Tiffin, O.

—Mentzer & Rugh, of Dysart, Ia., cigar manufacturers, have dissolved partnership. The business, however, will be continued by Mr. Mentzer.

—A. J. Sherret Cigar Company, of Omaha, Neb., has removed to 110 N. 14th street, and opened an exclusive wholesale cigar jobbing house.

—Fred Lederman, of Kansas City, has purchased the cigar business of Harry Hellman, of that city, who is Mr. Lederman's nephew.

—Sprague, Warner & Co., of Chicago, have been awarded the contract for supplying tobacco to the State wards of Iowa.

—J. F. Hill & Son, of Stuart, Ia., have sold out their cigar factory to Suffel & Presson, who were former employes.

—E. Miller, of Miller & McDaniel cigar manufacturers at Memphis, Mo., has sold his interest to Frank Wagner.

—Bliss & Dopp, cigars and confectionery, at Spokane, Wash., have dissolved, M. A Bliss continuing.

—The Howell cigar Co. opened a new cigar store in the Cardell Building, Howell, Mich., last week.

—Barnes & Fisher have opened a new cigar factory at Lead, S. D.

—G. Leauth is reported starting a cigar store at Aberdeen, S. D.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone — Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf Write for Prices. **Mount Joy, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN CIGAR BOX LUMBER,
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

—The B. J. Reynolds Cigar Company has opened a new cigar and tobacco store at Holland, Mich.

—Foster & Davenport, cigars, at Salem, Ore., are reported dissolved, Mr. Davenport continuing.

—The Minty Cigar Co has now commenced operations in the Minty Block, Battle Creek, Mich

—Earnest Steffen has succeeded Knebel & Steffen, cigar manufacturers, at Plattsville, Wis

—Jameson & Phillips have succeeded Rinehart & Jameson, cigars, at Spokane, Wash.

—R. P Porter, of Ocosta, has bought J. Haho's cigar store at Aberdeen, S. D.

—Hildreth & Thornton have bought G. W. Vaupel's cigar store at Ashland, Ore.

—Wainwright Bros., cigars, at Spokane, have advertised their business for sale.

—W. McDaniel has opened a cigar and confectionery store at Jacksonville, Ore

—House & Kelsa have begun the manufacture of cigars at Cobleskill, New York.

—The cigar factory of Calvin & Holt, at Chillicothe, Ill., has been closed.

—A. H. Harris has bought S. A. Rolph's cigar store at Tacoma, Wash.

—A. E. Davidson is reported selling his cigar store at Bozeman, Mon.

—E. J. Regnier is opening a good-sized cigar factory at Clyde, Kan.

—Krach & Kelzer are reported starting a cigar store at South Bend, Ind.

—Sam Rothrock is starting a cigar factory at Monticello, Ind.

—T. J. East has discontinued his cigar store at Spokane.

—E. Berman will start a cigar store at Boise, Idaho.

Janesville Tobacconists Pass Resolution.

Janesville, Wis., June 12, 1902

Resolutions condemning the action of certain corporations accused of endeavoring to throttle competition and then take advantage of the public when rivalry is stamped out have been adopted by the tobacco dealers and other business men of the city. The resolutions state that the leaf dealers are not opposed to combinations of capital when the aim is solely to economize in expenses.

Corporations that are organized on an inflated stock basis and take advantage of their great resources to corrupt legislation and impose on the public are aimed at. The resolutions continue:

"We believe that such methods of doing business are in the nature of a conspiracy and in restraint of trade and commerce, and are a menace to honest enterprise and good government, and we are at a loss to understand why the construction or application of the law would permit combinations of this character to prey upon society, while the confidence man and the swindler are sent to prison."

Tobacco Growing in Kansas

John McAdow, a farmer living near Iatan, Kan., has embarked in the tobacco growing business, and expects to realize $3,000 from this season's crop. Last year he planted thirteen acres in tobacco and sold the crop for $2,000. Other farmers in that neighborhood will probably attempt to raise tobacco this season

LATE REVENUE DECISIONS

Cigar Subdivisions Approved.

The Commissioner has approved the use of certain paper pockets which are intended as the inner package for a box of cigars containing the statutory number. These pockets are made of paper, attached together, intended to hold 50 or 100 cigars, and are so prepared by perforations that the pockets contain ing five cigars may be torn off readily, also being so constructed as to expose the ends or butts of the cigars.

Rebate Claims Disallowed.

The Commissioner has disallowed the claims of certain State prisons and hospitals for rebate of taxes on tobacco, etc., under the act of March 2, 1901, on the ground the act made no provision for the payment of rebate on tobacco products to a person other than a manufacturer or a dealer in tobacco; and that where a State insane asylum, hospital or prison provides the inmates with tobacco, snuff or cigars gratuitously, the State can not be regarded as a dealer in tobacco, or make claim for rebate of taxes under the act.

Re-labeling Packages of Tobacco.

A tobacco manufacturing company recently requested permission to re-label, without reworking, a quantity of manufactured tobacco, which had been returned to the factory, removing the stamps for this purpose, and afterward re affixing them to the same packages. It was advised that there was no statutory provision under which tax-paid goods could be returned to the factory and accounted for on the manufacturer's record and reported on the monthly return unless it was desired to rework the tobacco and repack the same in new packages and use new stamps, and that no allowance could be made for stamps first affixed to the packages. Therefore the application was denied.

A Whole Building on Broadway

less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 *Broadway,* *NEW YORK.*
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

Sample Cigar Boxes.

A cigar manufacturer who desired to use a number of stamped boxes, provided with trays, designed to hold sample cigars of different sizes, was advised that it is not permissible for a manufacturer of cigars to use boxes which are provided with one or more trays and which would separate and conceal the number and size of cigars contained in the bottom of the box from those packed in the tray or trays. This was in line with a decision previously made, that the office would not approve of a sample packing case provided with trays to contain cigars, and which would be re-used from time to time by salesmen in introducing their goods, and in which it was advised that the manufacturer should put up his cigars in individual boxes containing 12, 13, 25 or 50 cigars, respectively, and properly label, brand and stamp each box, and which could then be carried in a sample traveling case.

Closing a Cigar Factory.

A collector was recently advised that if a cigar manufacturer continues to have unstemmed leaf tobacco, scraps, cuttings, clippings or other cigar material on hand after he files an inventory on Form 708, he will be required to register his business on the first day of July of each year, and continue to render to the collector monthly returns on Form 72, and that the only way a cigar manufacturer can completely retire from business and close his accounts will be to make application to the collector for a special permit, Form 100, authorizing the sale and transfer of all tobacco material that he may have in bond to some other qualified manufacturer of tobacco or cigars, and thereupon his accounts could be closed and his bond released, provided there are no deficiencies either in his material, production or stamp account; and before again commencing the manufacture of cigars he will be required to file a new statement and bond and register his business and place of business.

Claims for Rebate in Alaska.

Certain companies engaged in trade in Alaska, and proposing to make claims for rebate under the act of April 12, 1902, recently requested to be furnished with blank forms and instructions at the earliest possible moment, owing to the limited time. They were advised that there is no material difference between the regulations relating to claims to be made under the act of April 12, 1902, and the regulations made under the act of March 2, 1901, except that there will be no rebate allowed on cigars or cigarettes under the act of April 12, 1902, as the rebate anticipated by that act refers alone to original and unbroken factory packages of tobacco and snuff tax-paid at a rate higher than six cents per pound prior to July 1, 1902, and upon which a rebate of 36 cents per pound will be allowed. It was further advised that tobacco and snuff held in Alaska may be inventoried in the presence of two witnesses on the first day of July, and subsequently on Form 481, revised, which is now in press, and that they may include rebate of taxes on 2, 3 and 4 ounce packages of smoking tobacco tax-paid at 96 cents per pound on and after July 1, 1901, as shown by the stamps affixed to the packages, series of 1901, act of March 2, 1901.

A Pocket Cigarette Machine Demonstration.

A collector reported that a tobacco manufacturing concern in his district are giving to purchasers of their tobacco pocket machines for rolling cigarettes, to demonstrate which they have placed a girl in one of the windows of a prominent tobacco and cigar store (such store not being connected with the company's works), equipped with one of the machines, which she uses to roll cigarettes, the tobacco for such cigarettes being taken out of duly stamped packages, and the product being given away to consumers in the store. The collector stated that he had notified the company that they must either discontinue the operations of the machine in the manner stated, or qualify as manufacturer of cigars in show windows, and they have appealed from his decision. The Commissioner holds that the manufacture of cigarettes in the manner described, whether the product is sold or given away, brings the case within the inhibition of the law as found in the second and third paragraphs of Section 3367, Revised Statutes, amended, which is as follows: "And every person who manufactures cigars of any description without first giving bond as herein required, shall be fined not less than $100," etc., and "cigarettes and cheroots shall be held to be cigars under the meaning of this chapter."

BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Bridgeport—Charles Gotthardt, cigars; bill of sale, $200.

Meriden—Carl H. Stahmer, manufacturer and retail cigars; petition in bankruptcy.

Georgia.

Atlanta—F. Pereyra, retail cigars; bill of sale, $500.

Illinois.

Cherry Valley—J. E. Bengson, cigars; succeeded by Herbert Fosgate.

Chicago—Simon Abelson, cigars; petition in bankruptcy.——E. A. Collins, cigars; petition in bankruptcy.——Osborne & Lester, cigars; out of business.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF CIGARS, CIGARETTES, PIPES, SMOKERS' ARTICLES, &c.
DEALER IN LEAF TOBACCO.
40 W. Orange St. Lancaster, Pa.
Our Leading Brands, LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c. DURHAM TROTTER SCRAP. For Chewing and Smoking
FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
TRADE MARK REG. U. S. PAT. OFF. PHILA. PA.
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

Joliet—Jacob Berger, cigar manufacturer; damaged by water.

Indiana.

Bluffton—J. F. Tangemann, cigar manufacturer; sold out.

Indianapolis—Samuel L. Marburger, retail cigars; sued, $100.

Lafayette—Ben. Leffman, cigars; sold stock.

Massachusetts.

Boston—Simeon Harris, cigar manufacturer; chattel mortgage $1,000——Edward S. Goulston, wholesale and retail cigars; succeeded by T. Rosenbaum & Co.——Thos. K. Trout, tobacco; chattel mtge. discharged.

Everett—V. & P. Capadanno, cigars, etc.; chattel mtge. $585 discharged.

Michigan.

Holland—O. R. Johnson, of the O. R J. cigar Co, not inc.) manufacturers; dead.

New York.

New York city—Newman Bros., cigars; petition in bankruptcy.

Saratoga Springs—John Coleman, cigars; damaged by fire.

Yonkers—J. Siebert, Jr., cigar manufacturer; out of business.

North Carolina.

Elizabeth City—C. W. Stevens, of C. W. Stevens & Co., cigar manufacturers; sold his interest.

Wilson—W. T. Clark & Co., leaf tobacco; dissolved.

Ohio.

Trenton—U. A. Johnson, cigars; damaged by fire.

Pennsylvania.

Oil City—B. T. Bunce, cigars; out of business.

Pittsburg—A. Schaub, leaf tobacco, dead.

Shamokin—J. E Hanley, cigars and tobacco; judgment, $481.

Titusville—W.O Clark cigars; sold out.

Virginia.

Richmond—Leon L. Strause, leaf tobacco; sold real estate, $7,800.

Washington.

Seattle—M. Cohen, cigar manufacturer; petition in bankruptcy.

Wisconsin.

Beloit—John Reddy, cigar manufacturer; real estate mtge. $250.

Milwaukee—Andrew Hofherr, cigar manufacturer; foreclosure judgment, $2,715——Schellinger & Tank, cigar manufacturers; damaged by fire.

PATENTS RELATING to TOBACCO, Etc.

702,123 Tobacco steamer; Charles M. Armstrong, Hopkinsville, Ky.

702,182 Cigar or cigarette holder; Charles M. Bragdon, assignor to S. R. Prentiss, Bangor, Me.

702,294 Extractor for plug-tobacco; Alexander J. Feild, Raleigh, N. C.

702,130 Manufactured tobacco; Wm. A. Fretwell, South Boston, Va.

702,206 Cigarette machine; Jacob C. Hansen-Ellehamme, Copenhagen, Denmark.

702,209 Cigarette machine; Henry C. Heckendorn, assignor to J. A. Bonsack, Philadelphia, Pa.

701,974 Tobacco cutter; Wm. W. Watson, Ada, Minn.

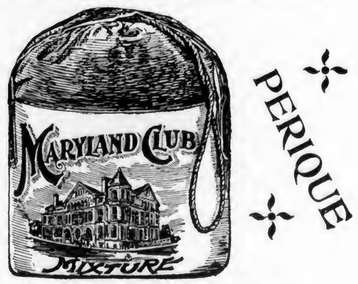
702,267 Machine for stringing tobacco; Charles G. Wells, Hartford, Conn.

701,978 Coin-controlled cigar exhibiting and vending apparatus; Daniel M. Winans, Binghamton, assignor to A. L. Weaver, New York city.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

We Can't All Attend the Coronation,

and view **Lady Mar,** the first lady of the English Court;

But Who Can't

invest five cents and enjoy a **Lady Mar** Cigar?

Be in the swim, and buy a

LADY MAR

Penn Cigar Company, Reading, Pa.

Steuernagle & Newell,

2102 Penn Ave. PITTSBURG, PA.

Manufacturers of

Havana and Seed Tobies

Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) are better than others' best, and the **"Red, White and Blue"** are exceptionally Fine Seed Tobies.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 26. | PHILADELPHIA, JUNE 25, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The Reports from Havana

Are to the effect that the prices of all tobaccos fit for this market have advanced considerably during the past two weeks. It will be a long time, we believe, before you will be able to

BUY HAVANA TOBACCO

as cheaply as now. We have a Fine Assortment to offer of both

First and Second Capaduras

SCHROEDER & ARGUIMBAU;

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD
& BRO.
Packers
Importers
and
Exporters
of
TOBACCOS
145
Water Street,
New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXVI.—A Trade in Tobacco with---Ahem!---The Devil.

By EPPO HARKEMA.

It was a bitter cold night in Leyden in January 1583. A poor student, his name Klaas Henkerwyssel, sat huddled over his books at midnight, torn by ambition to excel in the examinations at the University and by the dread that unless his rent were paid in the morning he would be put out on the street, with his not too greatly beloved folios, and where his rent was to come from he was blessed if he could tell. To be poor and a student in Holland in 1583 was to be condemned to the worst of all miseries, and Klaas was the poorest of his kind.

Klaas was a little sinewy wisp of a man with one overmastering passion—a love of tobacco. Tobacco was to him far more than a solace. It was meat and drink, friend, mistress, god. And tobacco in Holland in 1583 was so dear. There was no getting it on tick, either. Only the ready rhino could command it, and of that poor Klaas was at all times shy. On the night when we make his acquaintance, Klaas, haggard-eyed over his books and with hunger gnawing at his vitals, pictured his landlord gathering strength in his comfortable bed downstairs, the better to be able to pounce upon his penniless tenant in the morning, and was sucking what comfort he could out of the few grains of tobacco still left in his pipe, groaning in spirit as he realized that it might be many a long day before he should be able to indulge in another pipeful.

Suddenly, at least so it seemed to poor Klaas, a figure evolved itself out of the smoke. There was no mistaking the outlines. They were those of the great trafficker in souls—Satan himself. Klaas stretched forth his hand and touched his visitant's cloak. It was real cloth. He looked up and saw that the face of the Evil One wore a smile, a very human and friendly smile. Not sinister, as we of the modern world who seldom invite the Old Nick to our counsels in time of trouble, are apt to imagine his smile would be, but cordial and conforting.

Klaas Henkerwyssel grinned back. If he was frightened he didn't show it. He had heard of other chaps, luckless like himself, upon whom Satan was in the habit of calling in their hour of direst need to arrange the details of a trifling transaction in souls, and made up his mind, being a Hollander, and therefore, by instinct, if not by training, good at a bargain, that since the Devil deemed his soul worth buying, to get the better of the trade if he could.

And he did, as you shall hear.

MR. EPPO HARKEMA.

He wasted no words over the preliminaries.

"I have so little blood in me," he said, "that I am afraid the body of our contract will have to be written in ink, but I'm pretty sure I can supply a drop or two for the signature."

"That will do nicely," said the Devil, "for after all the main thing is the signature. But on what terms do you sell?

"Oh, my terms are easy enough," answered Klaas.

"The ladies?" queried Satan.

Klaas shook his head negatively.

"Gold?"

"Only a moderate sufficiency," answered Klaas.

"Good health and length of days?"

"I am perfectly healthy," answered Klaas, "and I come of a long lived family. My father and mother, yes, my grandfather and grandmother, would be living now only that they perished in the late Spanish Fury at Antwerp."

"Much book learning?" was the Devil's next question.

"Books!" shrieked Klaas. "Books! give me what I shall ask and books may go hang."

"What then?" asked Satan. "What on earth is it that you prefer to the ladies, to gold, to long life and to learning?"

"Tobacco," answered Klaas simply. "I love it so intensely, so exclusively, that if you will agree to give me tobacco plus the ability to smoke all the time, day and night, sleeping and waking, you may have my soul when I am done with it and welcome."

The Devil laughed, so easy seemed the bargain to him.

"That, and cheerfully," he said at last, when he had done chuckling, and he extended to Klaas the blank contract with its repetition of "the party of the first part" and "the party of the second part" and all the rest of it.

Klaas' eyes sparkled, not so much perhaps that he at length could see his way to all the tobacco he wanted as at the chance of getting the better of the before mentioned "party of the first part," in this case, the Prince of Darkness himself. Dutch eyes used to have that trick of sparkling over a good bargain. They don't do it nowadays. It's too theatrical.

Klaas skimmed lightly the two first pages of the Devil's document. They were the purely formal parts, harmless lawyer lingo, all words and nothing much to the purpose, but he bent serious brows over the last page. The whole document was in Latin, and Klaas knew that Satan was but an indifferent Latinist, for that was the language of the church, whither Satan never went, or very, very seldom, whereas Klaas was rather an accomplished classicist. He knew a trick or two which the Devil didn't know. After a slight erasure which the Devil didn't notice, he signed the document with a drop of his blood, in the good old sixteenth century way, and the Devil hasn't got him yet, nor won't have till man has ceased to be. In the paper which he signed, and which is said to be on file somewhere in Holland, though I confess I have not seen it, it is provided according to a just construction, not that Klaas Henkerwyssel, student of Leyden, in exchange for his soul shall have all the tobacco he wants so long as "this man," meaning the aforesaid Klaas, shall live upon earth, but while "man shall live."

Cunning Klaas Henkerwyssel! He lives, yes he lives immortal, and he shall smoke his beloved tobacco, sleeping and waking, as long as man exists.

He won out gloriously, didn't he?

—

Next Week—Chapter XXVII:—"A Saintly Blessing Upon Snuff," by Avelino Pazos, of A. Pazos & Co.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

IMPORTERS AND PACKERS OF

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **TOBACCO**

S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO — HAVANA

K. STRAUS

A. LOEB

122 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman,

211 N. THIRD ST., PHILADELPHIA.

IMPORTERS of Sumatra & Havana *Packers of Seed Leaf.*

Y&N

STOP!

Presume you noticed our Ad's in the issues of June 4th, 11th and 18th. There is still in stock

The Finest Selections

—OF—

IMPORTED and DOMESTIC TOBACCOS

WE KNOW THEIR QUALITY.

Have you made their acquaintance or written for samples? Do not delay! They are cheerfully forwarded; besides,

We seek Your Opinion and Trade.

Our Prices are Right---The Lowest consistent with Quality.

DOHAN & TAITT,

No. 107 Arch Street,

Philadelphia, Pa.

Established 1855

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

J. T. DOHAN W. H. DOHAN.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York
224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JUNE 25, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

V.

How do people get rich in the cigar manufacturing and leaf dealing business, anyway?

Here is the secret, extracted like a chemial precipitate, from the life history of every man who has ever accumulated wealth in either line:

I. He has grown up in the business. There is no record of a newcomer who has achieved success. In the last generation the men who became prominent and who were successful began on the lowest rung of the ladder, and worked themselves up. Then they trained their sons or their nephews. Tobacco is a plant which does not yield its mysteries to a careless wooer. Its secrets must be wormed out of it, and the more painstaking the student the greater his reward. That these are facts which the shrewdest of the stockholders in the great companies now engaged in cigar manufacturing enterprises appreciate at their full value, is proven by the employment in certain cigar factories in Richmond, Va., New Orleans, and other centers of the industry, of the sons of these very stockholders at bunch-breaking and other elementary tasks. A rich man's son may learn golf in one afternoon, but it takes a lifetime to learn how to make a cigar.

II. Give attention to every detail of your business. Let nothing else claim your attention during business hours. Your business is to make a success of your business. You need not stay indoors from seven to seven, as some manufactures, more industrious than judicious, boast that they do, but keep your hands on the throttle all the time. You will find you will have time to keep track of your cigars at the wholesaler's and the retailer's; to keep tab on your salesmen, on your office staff, and the people in your factory, and also to stand off, or entertain, the people who come to sell you things. Never let any man, be he friend or foe, beat you at politeness.

III. Advertise. Don't hide your light under a bushel, no matter how dim it is. Advertising methods in the cigar trade have changed much of late years and a very interesting history a faithful account of these changes would make—but one practice has been universal and general among them all since 1864: Every successful cigar manufacturer the United States has known since the close of the Civil War, has advertised his business and his brands in the trade papers. No newspaper advertising has ever been more economical or satisfactory.

Auxiliary to this suggestion is this other:

Puzzle out some unusually attractive name or scheme for a label. The Latin word for "I burn," now famous all over the United States as the name of a five cent cigar, didn't come to its originator in the flash of an eye, or while dawdling in a hammock. A label lithographer showed him the sketch of a farmer colossus astride of two islands, with a carot of tobacco in either hand, and the manufacturer sat up nights until he found the exact word that would fit the picture. There are other words in the Latin dictionary, or in the dictionaries of other languages, that are just as apposite, and that the memory will hold as easily. Dig out a few of them. The time used in the effort will not be wasted, even if the word is not found, because the mind will be in the right trim and will teem with ideas.

IV. Be clean in every thing you do The self-respecting man never lacks for friends, and America still spells opportunity for her clean sons, even though the talk nowadays is all of millions and of vastly capitalized corporations.

V. Learn to be the harshest critic of your own cigars.

This rule is so golden that it outweighs all the rest. Don't ruin yourself by putting the highest

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

E. LOUIS,
IMPORTER OF
SUMATRA AND HAVANA
AND PACKER OF LEAF TOBACCO
146 NORTH THIRD ST., PHILADELPHIA

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"

A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S Cinco

Philadelphia. Cigars

GUMPERT'S MANETO

114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.

Wholesale Manufacturers of **CIGARS**

"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. **Philadelphia.**

J. DAVIDSON,

Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. **15 North Tenth St.**
PHILADELPHIA.

Leberstein Bros. Makers of La Volga 5-cent cigar

434 Race Street, Philada.

GRAULEY'S Golden Rule 5c. CIGAR

H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's TAHOMA 5c. Cigar

PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars ..High Grade....
Weaver's Original Havana Shorts

MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, Habana, Cuba

O'Reilly 50, P. O. Box 493,

priced tobacco you can buy into your cigars. On the other hand, don't fake your product. Put honest tobaccos into your cigars, but learn to blend them. Shut yourself up tight and close in some room to which no one else has access, and wrestle with the problem of blends. Try your cigars on an empty stomach and on a full one Try them when you are ill, and try them when you are well. Try them when you have a cold, and when your head is clear. In short, try them under every imaginable condition, and always subject them to the severest criticism. That is what the man who smokes them does, and that is what you must learn to do if you would succeed.

It has been said there is no standard of excellence in cigars, just as there is said to be no standard of excellence in salads, but there is such a thing as a common judgment, and it is to that, that every cigar manufacturer must finally appeal, whether he be a millionaire or only a struggler.

New Syracuse Factory.

The Dominor Cigar Co. Leases Building.

The Dominor Cigar Company of Syracuse and Havana has been incorporated with a capitalization of $30,000 and a lease taken of the Doyle Building on North Franklin street, Syracuse, N. Y.

The newly organized company has elected the following officers: President, Marcus F. Stoddard; Vice-President, C. C. Snedeker; Secretary, Louis P. Smith, and Treasurer and Manager, Joseph A. Zimmerman. These officers, together with Frank E. Wade, comprise the list of stockholders. With the incorporation of this company the Nodine Cigar Company, which formerly occupied the same factory, passes out of existence. The new company starts in with a force of fifty men and this number will be increased as rapidly as possible. The Vice President, Mr. Snedeker, was formerly associated with Justin Seubert, and he will now look after the interests of the new company in the West, with headquarters at Detroit.

The Rica de Oro Brand.

Candido Ladrero & Co.'s Newest Clear Havana Offering.

On this page is printed a black and white replica of the Rica de Oro label. The original, which is in black and gold, is from the presses of Wm. Steiner, Sons & Co. A glance at the black and white fac simile will satisfy even the most critical that it is artistic and beautiful. The Rica de Oro is a strictly Spanish hand-made clear Havana cigar, and its manufacturers claim that it is made only from the finest Cuban tobaccos. It is made in 36 sizes, selling at from $60 to $375.

Senor Ladrero is known to be a very competent and painstaking manufacturer, and he is devoting all his skill, knowledge and energy to making the Rica de Oro the peer of any clear Havana cigar on the market.

Mr. Prochaska ("Mr Pro") Senor Ladrero's associate in the firm, is giving his attention to the sales department. He will be pleased to correspond with jobbers, wholesalers and retailers on the subject of the Rica de Oro.

Candido Ladrero & Co. are located at Maiden Lane and Pearl street, New York.

Sol. Hamburger Off for Havana.

Sol. Hamburger, of Hamburger Bros. & Co., the well-known leaf dealers of New York, sailed on a tobacco buying trip to Cuba on the Vigilancia on June 19.

This is his second trip this season.

SILVEIRA & CO.

General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE

WALTER HIMML,

Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA

Bankers *and* Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

A Sensible Man's Vacation.

NEW YORK, June 20, 1902

DEAR MEDICINE MAN:

Our vacation season begins next Monday. The book keeper goes first. He says he has planned to spend his two weeks in the Catskills with his family. Last year he went to the seashore. He is well to do and has only to carry out whatever plans he makes, but the rest of us, the Custom House clerk, the shipping clerk, the porter, are not in the same class. Since we cannot go to the mountains or the sea-side and since, all the same, we desire to get as much good as possible out of our brief summer season of rest, we have decided to ask your advice on the subject. THE OFFICE STAFF.

The Answer.

The best suggestion I can give my friends is this: Go away from your usual domicile, if you only go a block or so away. Since the big hotels are beyond your means go to some good boarding house or some nice private family located near one of the trolley lines in Brooklyn and plying between that city and the beaches. This plan will give you cheap, good board and a surplus to spend in car rides and in amusements at the sea side resorts. The imperative thing is to get away from your home. If you are married this is not only imperative but a duty, because in this manner only can you ensure that your wife, immersed the year round in household cares, shall also have a chance to recuperate. Almost every wife will demur to this proposition when first it is broached to her, but do not on that account alter your plans. Close up your house or your flat and don't go near it again until your vacation is over. During your vacation take all the rest you can. Get up late mornings After breakfast, if the day is fine, take your family for a day by the sea. If the day is not inviting for such a purpose then go over to New York and visit one of the great public museums. The trouble with ninety-nine per cent. of the people who spend their whole lives in some great city is that they are far more ignorant of the contents of such great institutions than they are ever willing to admit. Own up, now. Am not I telling the truth as to yourself? When were you, or any of you, last at the Metropolitan Museum of Art, for instance, or at the Museum of Natural History? What do you know of the pictures in the Lenox Library, or the books in the Astor? I readily forgive you the books, for I know that the average man has little time for any reading but that which he finds in his favorite newspaper, but I cannot overlook the neglect from which the great museums of Central Park suffer at the hands of the great mass of people who make New York city, or Brooklyn, their home. This is particularly true of married people. The great bulk of those who visit the museums come from out of town. Well, when you are settled for your little two weeks' vacation in your temporary domicile, add to your enjoyment by making believe that you too are a stranger in New York and visit those museums. Take your wife with you, and don't get angry if you suddenly discover that she knows a great deal more about pictures and sculptures and wonderful antique things than you do. That is the kind of knowledge which women possess instinctively, as it were.

Such a vacation plan as I have outlined should appeal, I think, not only to every man who works for wages but to all others as well, and I confidently expect that employers will suggest it to their men. The beauty of it is that my plan can be carried out, with the requisite changes of names of resorts and museums, by people living in any large city in the United States. The trolley lines and the museums are the wage earners' friends.

***

The World's Cigar Leaf Crops.

YORK, PA., June 22, 1902.

DEAR MEDICINE MAN:

Please give me an estimate of the quantity and value of the cigar leaf crops, respectively, of the United States, Cuba, and the East Indies.

LEAF TRAVELER.

The Answer.

An average annual crop of cigar leaf in the United States is between 400,000 and 425,000 cases. Wisconsin raises annually between 150,000 and 175 000 cases; the estimated annual crop of New England is 50,000 cases; that of the state of New York is from 30,000 to 35,000 cases; that of Pennsylvania from 80,000 to 90,000 cases; and that of Ohio from 80,000 to 90,000 cases.

The estimated value of the aggregate crop is about $12,000,000.

Cuba raises each year about 500,000 bales of tobacco, of an average value of $30 a bale, which gives a total value of $15,000,000 for a year's crop.

The total amount of cigar leaf tobacco grown in the East Indies each year is about 225,000 bales, worth in the market altogether about $15,000,000.

The aggregate value, therefore, of the world's yearly production of cigar leaf tobaccos is about $42,000,000.

***

Books for Summer Reading.

I am disposed to be slightly cross with Joe S., who asked me the other day to give him a list of books for summer reading, because the question implied he holds books in but slight esteem and reads them only to while away the tedium of summer idleness.

Your true book-lover knows no such thing as books for "summer" reading.

He reads in spring, in summer, in fall and in winter, and the more he reads the better his reading becomes.

Americans read newspapers too much and too few books, and I say this with no disparagement of the newspapers, for the newspapers of America are the best in the world, but because newspaper reading is desultory reading, and desultory reading is not the best food for the mind. The reading that is supplied by books long approved by the common judgment is the best kind of reading.

I have nothing to say in praise of bookworms. They are seed gone to waste. But every man who loves books truly is dear to my heart. It is a pity that the great classics have such awe-inspiring reputations, for they frighten away the average lover of good reading. Shakespeare, the blithest spirit that ever animated human breast, is a bogey, and as for Milton, Dryden, Ben Jonson and scores of others of the greatest masters of English prose, why they are simply names one learns by rote in school, but into whose lively pages few of us ever dream of dipping.

Books for summer reading? If you will not read Shakespeare, or Milton, or Dryden, or the others, go to the nearest public library and take out any stray volume of Prescott, or Parkman, or Motley—historians who write like novelists, and who will charm you in every paragraph.

The thing, my friends, is to read. Any librarian will be delighted to guide your choice.

THE MEDICINE MAN.

Premiums with Sweet Violets.

Cigar Department manager, J. Edward Cowles, of Austin, Nichols & Co., of New York, informs The Tobacco World that the retail cigar trade of the United States is responding magnificently to his firm's premium offer on the Sweet Violet 5 cent cigar. This premium offer holds good only during June, July, August and September of the current year. A premium certificate goes with each box of Sweet Violet cigars; ten certificates with orders for 1,000, and so on. In his circular to the trade Mr. Cowles

says: "We offer these inducements to secure your co-operation and continued support in the interest of this popular brand of cigars, and trust it may be the means of largely increasing your cigar sales. There is no limit to the number of articles you may secure during the above period."

The catalogue of Sweet Violet premiums includes everything from a pocket knife, exchangeable for two certificates, to an orchestral grand piano, exchangeable for 1,500 certificates, but one of the most popular premiums is the plate camera, a picture of which is shown above, and which is exchangeable for 60 certificates.

El Falcon Appeal Dismissed

The appeal of the American-West Indies Trading Company, in the El Falcon trademark infringement case brought against that corporation by S. Falk's Sons, has been dismissed in the New York Court of Appeals on motion of Wise & Lichtenstein, counsel for the appellees.

Off for Wisconsin.

Julius Marqusee, the well known leaf handler of 144 Water street, New York, left on June 18 for a visit to his packing houses at Janesville, Wis.

Are You in the Market
FOR
CONNECTICUT TOBACCO?
If so,
You Cannot Do Better
than to
Look at Samples of our Packing.

The Goods are Fine
and the
Prices are Reasonable.

LEWIS BREMER'S SONS,
Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco
Nos. 322 and 324 North Third Street,
Philadelphia
Established 1825

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SANCHEZ & HAYA

Manufacturers of

The Best Havana Cigars

OFFICE,

191 Fulton Street,

Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"

"Webster"

"Farragut"

Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA

Long Distance Telephone, 4048 A.

Late News from Cuba.

There has been some animation in the market in Havana of late, sales ranging from 1,700 to probably 2,000 bales in all. Prices have been firmly sustained upon old goods, and for about 600 bales of new Partido very full figures have been readily granted. The quantity of old tobacco, principally Remedios is steadily decreasing, while the new tobacco after having gone through the sweat in the bales finds takers almost immediately on the part of cigar factories in Havana, Tampa and Key West, whose managers are now alive to the urgent necessity of being early in the field, in order to secure their share of the Partido factory vegas this year, which undoubtedly will not alone be all wanted but will disappear as fast as a rain drop upon a hot stone.

New Crop.

Vuelta Abajo.—The reports are conflicting as to quality this season, the majority of dealers claiming that the crop as a whole is deficient in light, aromatic, factory fillers, while there may be more of heavy-bodied fillers, which could be used in the North only for mixing purposes. As the quantity is considerably smaller than last year, and the yield in the different escojidas will not be as favorable as calculated upon, the cost of really fine goods, must be very high, under the given circumstances. Many purchases made in the beginning have been either cancelled or a heavy reduction in the prices was agreed upon by the farmers to compensate the buyer for the useless yellow leaves which are, unfortunately, so abundant this year.

Partido.—There is no change in this district; everybody seems to be working under a full head of steam and apparently there is not much tobacco unsold in farmers' hands.

Remedios.—Favorable weather conditions have at last helped the farmers to pile their bundled tobacco, and they are now waiting for buyers to come along and begin operations. Rumors are circulated that some purchases were made, and if correct it might be that the American Cigar Co. has started the ball rolling, as nearly all the dealers in Havana apparently feel indisposed to pack any tobacco upon their own account this year, although if prices were low enough to warrant their purchasing later on, they might perhaps go in also. In any event, owing to the bad results upon packing operations during the past two years, nobody seems anxious to repeat the experiment of paying high prices for a crop that is both short and bad.

Arrivals in Havana.

Simon Batt, the New York cigar manufacturer, who came in on the steamer Monterey, left on June 14 by the same steamer, after having purchased a small lot of old Vuelta Abajo fillers and looking over his contracts for new Partido tobacco. The latter has so far turned out to his entire satisfaction. Don Gustavo Bock returned from his short trip to the United States, also by the steamer Monterey, looking hale and hearty, but not disposed to grant any interview as regards the absorption of the Henry Clay and Bock & Co. by the Havana Tobacco Co.

Departures.

Leslie Pantin sailed by the Monterey, with his family, for a short rest and recreation after his hard and continuous work last winter. He recently purchased for L. W. Scott, of Boston, 1,000 bales of Remedios tobacco. Mr. Scott left on the Vigilancia, well pleased and satisfied with his purchases. Of course Don Leslie will not fail to see his numerous friends North, have a shorter or longer talk with them, and thus prepare plans for the coming season's campaign. The many friends of Mr. Pantin here wish him a safe voyage and prosperous conversations, so he may return in good health in due time and buckle on the harness to do fresh battle in the interest of his customers

Cigar Manufacturers.

Although it is still the dull season of the year, when orders are usually scarce and exports of cigars at low-water mark, it seems the discouraging reports of the new crop have helped to create a better demand for last year's crop and the large Havana factories such as H. Upmann & Co., Ramon Allones, Romeo y Julieta, Flor de Tabacos Partagas, J. S. Murias & Co., Calixto Lopez & Co., Behrens & Co., etc., who have enough old tobacco on hand, are all busy in the execution of orders, and instead of discharging cigarmakers have added to their steady number of men, thus proving the increase in orders. Carlos Blasco, of Reina del Prado and Vitalia fame, also joins in stating that he has an ever increasing call for his two brands.

Federico Bauriedel & Co. say they have enough confidential orders (blanco) of cigars for this year's crop, but of course until the same are really in fit condition to be

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

R. J. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH ENOS SMITH NEW YORK.

shipped they will not execute any of them. Samples that were submitted by a few manufacturers are not yet satisfactory, therefore Don Edmundo Will prefers to wait until he can really get such goods as will preserve the credit of this house in shipping only the best cigars produced. In the meantime he is busy filling his orders for cigars of last year's crop.

Jorge P. Castaneda & Co., were the first house to sell new Tumbadero factory vegas, to the extent of 300 bales, for which they obtained full prices, as the tobacco was of the temprano part and will soon be fit to be worked up. Cigar manufacturers here were the purchasers, and also one Tampa factory.

Cano y Hno. are receiving new tobacco every week from their various escojidas, and also sold about 300 bales of new Tumbadero to manufacturers in Havana.

Silveira & Co. executed orders for the purchase of about 200 bales of old Remedios for some of their friends in the United States. Don Alberto Catterfeld may leave soon for a business trip to New York and Europe, but Don Fernando Cardenas will attend to everything during his absence.

Walter Himml is receiving new tobacco from the country regularly and while he showed some very fine Vuelta Abajo and Partido factory vegas to some parties in Havana, no sale has resulted yet, as the tobacco had not advanced far enough to be workable at once. There is no doubt his turn will come in a little while

Rabell, Costa & Co. are making extensive packings of Vuelta Abajo, particularly in the Remates district, where they have bought enough to make at least 3,000 bales, and also in the renowned Montezuelo field, which as a heavy, aromatic filler has no superior for mixed cigars. This house fortunately holds enough old Vuelta Abajo fillers to supply their needs for Ramon Allones and Romeo y Julieta until the 1902 crop shall be thoroughly cured and fit to be used as a filler.

Adolfo Moeller expects to receive his first lot of new Partido tobacco from his escojida in Guira de Melena and his own plantations next week. In the meantime he is hustling around to buy some tobacco upon orders received by him, attending to his cigarette factory and the other enterprises that he is engaged in. Don Adolfo Moeller is one of the few men whose brain is ever active, and if one branch of his business should temporarily be dull, he is sure to hammer the iron while it is hot in another direction.

Garcia y Co. are continuing to receive tobaccos from their several escojidas in the Vuelta Abajo and Partido regions, and will soon be able to show some of the finest goods of this year's crop. They have shipped all their old Remedios to the North, thus giving Don Manuel Garcia time to devote all his energies to the new tobacco.

Sobrinos de Antero Gonzalez.—Don Antero is always on the qui vive attending to the receipts of fresh vegas from the country, registering them, so no mistake has been made in the classification of bales, and at the same time is ready to make sales of his old stock of goods.

Arrivals of Tobacco in Havana.

	Week ending June 14. bales	Since Jan. 1 bales
Vuelta Abajo	2,444	21,498
Semi Vuelta	107	701
Partidos	1,102	9,104
Matanzas	—	65
Santa Clara and Remedios	1,302	61,063
Santiago de Cuba	—	12
Total	4,955	92,443

Bronzes on Duke's Farm.

Next week's Tobacco World will contain an article descriptive of the farm of Mr. James B. Duke at Somerville, N. J., with pictures of the fountain and several of the larger statues in bronze recently placed in position there.

Orders received at the Philadelphia office of The Tobacco World, 224 Arch street, up to noon of July 1, will be promptly filled.

Returning From the Inscriptions.

Elias Spingarn, of E. Spingarn & Co., of New York, sailed for home on the Lucania June 21.

David Heyman, with S. Ashner, who left for Europe on May 17, sailed for home on the Potsdam on June 19.

Returned to Havana.

John Wardlow, General Manager of F. Garcia Bro. & Co., returned to his post of duty in Havana on the steamer Mexico on June 21.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Fine Weather Helps Philadelphia Trade.

The extremely fine weather of the past few days has undoubtedly been a benefit to the local trade Retail dealers have had a good business, and manufacturers are feeling more encouraged. Mail orders are of a more healthful nature and for larger volumes of goods. Taken all in all, the situation is quite satisfactory.

PRESIDENT SPOTZ & PARTY HOME.

George E. Spotz, President of the Theobald & Oppenheimer Co., and John N. Kolb, Superintendent of their factories, accompanied by their wives, returned yesterday from a two months' trip through Europe. While absent, they attended several inscriptions at Amsterdam and purchased a goodly supply of Sumatra leaf. They were met in New York by Morris D. Theobald, J. A. Rigby, and Louis Bythiner, who also accompanied the party to Philadelphia.

THE NEW ARCADE STORE.

A cigar, news and theatre ticket stand has been opened in the New Arcade at 15th and Market streets by W. J. Ryan, who was formerly connected with the Hotel Lafayette. He will carry a stock of the finest imported and domestic goods, and in clear Havana is making leaders of M. J. Dalton's La Sistina, which he will carry in fifteen sizes, and also the Marcello brand of Duncan & Moorhead.

BOCK & CO. OPEN NEW STORE.

Bock & Co. have also taken lease to the cigar privilege in building at 15th and Market streets on the ground floor of the 15th street side, which will occupy part of the fruit stand, and is located near the 15th street entrance to the Arcade.

FRANK TELLER & CO'S. LATEST.

Frank Teller & Co. have recently put on the market a new brand under the title of Frank Teller & Co's. Perfecto, and are now receiving some good sized orders for them. Recently an order was received from Mr. Teller, who is at present in Denver, for 85,000 of the new goods. They are packed in plain cedar boxes of 50 each.

CHARLES KNUBEL VISITS THE QUAKER CITY.

Charles Knubel, of the Knubel Tobacco Works, New York, manufacturers of Turkish cigarettes, was a visitor here this week, and was cordially received. He found their trade in excellent shape, and apparently was much pleased with the good work done by Z. J. Norris, the local representative of the house.

J. SAKON MOVED TO PITTSBURG.

J. Sakon, a cigarette manufacturer at 433 North Second street has removed his factory to 2514 Frazier street, Pittsburg, where he will continue the business. He was doing quite a nice trade here.

CHAS. GARNER'S STORE DAMAGED.

The retail cigar store of Charles Garner, at 1319 Market street, was damaged by fire last week to the extent of $300.

SALE OF EL BELMONT CIGARS HERE

W. Duncan, a nephew of J. M. Duncan, of Duncan & Moorhead, has been placed in charge of the selling forces on El Belmont cigars in this city, and a special campaign is to be inaugurated very soon.

BISENLOHRS' BOYERTOWN FACTORY

Otto Eisenlohr & Bros. recently opened an additional cigar factory at Boyertown, in the premises lately vacated by T. J. Dunn & Co., who had erected a new building. This new factory will give O. E. & B. some needed increased facility in the output of their Cinco,

ABE OPPENHEIMER AGAIN ABOUT.

A. Oppenheimer, of the Sulzberger-Oppenheimer Company, Limited, has been ill for some time, but is improving nicely, and is beginning to make daily visits to his office.

PABST IN PHILADELPHIA.

Fauth & Ogden not long ago engaged John Pabst as a city salesman on their Cosmos 5 cent cigars. It is stated that when Mr. Pabst presented his card shortly afterward to an uptown cigar dealer, the dealer said: "My friend, haven't you made a mistake? I don't sell beer here." Mr. P. naturally felt somewhat chagrined, but took occasion to explain that not all the Pabst's were beer men, and that he was selling Cosmos. "Oh!" said the dealer, "your name is Pabst, but you sell Cosmos; vell, I dake some," and he gave Mr. P. a nice order. Evidently this dealer was equally familiar with Cosmos cigars and Pabst's beer.

OUR VISITING CIGAR MEN.

J. W. Leonard, with Leopold Powell & Co., stopped in Philadelphia this week, en route to Baltimore, Washington and the South.

Mr. Strauss, with Bustillo Bros. & Diaz, was also a visitor.

V. Balbas, of V. Balbas & Co., 139 Pearl street, New York, importers and manufacturers' agents for all kinds of Porto Rican products, making cigars and coffee a specialty, made his initial visit here this week.

Sol. Rosener, field marshal of the Havana-American Company, New York, and Henry Krauss, of

—TO THE—
Cigar Manufacturers of America
We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb
Second size 3.25 per lb

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. E. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy Baltimore, Md.: Ed. Wischmeyer & Co.

Steuernagle & Newell,
2102 Penn Ave. PITTSBURG, PA.
Manufacturers of
Havana and Seed Tobies
Our "Little Dutch," "M. S. Q. Ripper" (Cigar Shape,) are better than others' best, and the "Red, White and Blue" are exceptionally Fine Seed Tobies.

Krauss & Co., Baltimore, were also in town.

Samuel Steig, of the El Orient Cigar Co., of York, Pa., visited the wholesale trade of this city during the past week, and with notable success. He also covered the trade in Wilmington and southern New Jersey. He booked several excel lent orders and returned to York last evening in excellent spirits.

IN THE LEAF CIRCLES.

CHARLES HIPPLE A BENEDICT.

Mr. Charles Hipple, of the leaf tobacco firm of Hipple Bros., this city, was married to day at noon to Miss Nannie J. Fleming. Quite a large assemblage of relatives and friends had gathered to witness the marriage ceremony, which was conducted by Rev. Dr. Charles H Koon. Immediately after the ceremony a reception was give at the future home of the bride and groom, who then departed on the 12.25 train from Broad street station, scheduled for Niagara Falls, Thousand Islands and the White Mountains to spend their honeymoon.

E. A. CALVES IN SPAIN.

Frank Dominguez received a cablegram on Monday from E. A. Calves, of his firm, dated at Seville, Spain, stating that they had arrived safely and had a very pleasant trip. Mr Calves is accompanied by his wife, and they are expecting to travel through Spain, Italy, France, Holland and England. While in Holland, it is expected, Mr. Calves will attend several of the later inscriptions of Sumatra tobacco.

JACK KINNEY'S ROADSTER.

J. A. Kinney, the well-known Sumatra salesman, was speeding his "family" roadster along the pleas ant drives of Jersey this week one day, and when he arrived at Mount Holly he met an old acquaintance a Mr. S. C. Steig, who is connected with Mr. Jacob Winter, leaf dealer at York, Pa. Mr. S. greatly admired the animal, and it is believed that a bargain for its sale has been agreed to. Good for Jack.

The Loeb-Swartz Tobacco Co. received a shipment of 176 bales of Sumatra tobacco this week. They report business active in Connecticut and Sumatra tobaccos.

L. P. Kimmig, of L. P. Kimmig & Co., is making his weekly visit to their Lancaster warehouse, where they are putting up this year the most extensive packing the firm has ever held.

George W. Newman, of Young & Newman, is expected home by the end of this week, having had a six weeks trip, during which time he met with encouraging success.

Nearly all of our local leaf houses have been quite active during the past week. Oscar Boehm, of Bremer Bros. & Boehm, is making one of his periodical visits through Pennsylvania.

J. W. Eckerson, of F. Eckerson & Co., left on Monday for a two weeks trip through New York state.

H. Bauer is also traveling through Pennsylvania in the interest of Julius Hirschberg & Bro.

Among the visitors in the leaf trade during the past week were: S. L. Johns, McSherrystown, Pa.; Max Sondheim, of Leonand Friedman & Co, New York, and E. C. Tallard, of Edgerton, Wis.

PHILAD'A LEAF MARKET.

The local leaf market has been steady, though somewhat quiet. Several lots of Connecticut have been sold to manufacturers by local houses at fair figures. There is also a strong demand for other types of tobacco, but stocks are not available, and prices for such as can be found are running high.

Some Pennsylvania bulk sweat wrapper is now being offered, and in all probability will sell readily.

Sumatra is moving fairly well, but no especially large sales have been reported.

Havana is more or less active. Good Vueltas are selling freely. The fact that rather high prices are prevailing is perhaps the only barrier to more voluminous sales.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

SALESMAN wanted for Pittsburg, Ohio, Indiana and Michigan. Goods ranging from $9 to $30, union and non-union. Liberal proposition to an energetic man. Address, K. W. C., Box 118, care of The Tobacco World. 6 18.

AN experienced clear Havana and Domestic cigar salesman is open for connection with good factory from July 1, for the Pacific Coast; salary and commission. Address, A. R. C., Palace Hotel San Francisco, Cal. 6-11-2t.

CIGAR BOX MAKERS.—We have 5,000 Mortised Brands, 200 fonts of Wood and Paper Type, and Cigar Box Machines for sale. Let us know your wants. LANCASTER CIGAR BOX CO., 515 N. Cherry St., Lancaster, Pa. 5-28-4t

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, 11 Burling Slip,
Philadelphia. New York.

We call your attention to our
AMERICAN SUMATRA
of the
1901 Crop
from our plantations in
Decatur County, Georgia.
Enormous in Yield and Perfect in Burn.
A. COHN & CO.
142 Water Street, NEW YORK.

A Retail Tobacconist Banker

A young New Yorker, who is the proprietor of a cigar stand in one of the big Wall street office buildings, recently bought a "Willy wagon" out of the surplus of his first year's profits. A "Willy wagon," it may be explained, is the latest name for an automobile.

This young man is getting rich in more ways than one. First, the profits from his sales are large, and are getting larger every day; secondly, he gets a perfectly safe tip on one or two Wall street transactions every week, and thirdly, he does a banking business.

"When I first took this stand," he said the other day, "I counted upon doing a strictly retail business in cigars and tobaccos. On my opening day, having paid for all my stock, I had very little cash, in fact just about enough to change a $5 bill. The first customer I had bought $2 worth of H. Upmann's and laid a $20 bill on my counter. I couldn't give him the change, of course, and told him so. He immediately drew out his card and handed it to me, telling me to send him the change up-stairs by and by when I got it. I nearly fell dead when I looked at the name on the card, for it was that of one of the greatest of millionaires. Well, I didn't have to leave my stand to get change for that $20 bill, for as it happened, I took in over $40 in change during the next three quarters of an hour. You see, the tenants were coming to work and were buying their day's supplies of 'Upmanns,' of 'Websters,' of 'Gastons,' of 'Pete Dalys,' of 'Florodoras,' and their other favorites, and my till got rapidly full. As soon as the rush was over I went up-stairs myself and brought my first customer his $18. Then he took me off my feet a second time that day, for he calmly asked me to cash a $50 check which he had just made out and which he had been on the point of sending to me for that purpose. I said 'certainly, sir,' without having the faintest idea where I was to get that $50 But luck was with me that day, for fair, for as I stepped off the elevator on the ground floor, I met a friend who fortunately had plenty of money in his clothes, and who cashed the millionaire's check for me. From that day on I have always taken care to keep several thousand dollars in ready money in my safe under the counter. I cash checks for almost every man in the building. They use me whenever their own supply runs out, and to that extent am I a banker. Of course, my readiness to oblige my friends in this manner, helps my business enormously, and that's how my profits grow."

The New S. & A. Lampat is Glorious.

Edwin A. Schroeder, of Schroeder & Arguimbau, who has spent considerable time of late on his plantation in Florida, says that all indications promise that the new S. & A. Lampat Florida Sumatra wrappers will be the finest ever grown there. Although the tobacco has been growing for but eight weeks, it is already between nine and ten feet high. Picking has already been started. The yielding capacity of this crop will probably be the greatest on record.

Mr. Schroeder, who has been studying the fertilizer question with unflagging industry for the past two years, announces that he is now manufacturing a potash mixture, containing six different ingredients, with which he has had truly a most wonderful success. Tobacco growers look for three things in a fertilizer: 1, nitrogen; 2, phosphoric acid; 3, potash. From a well-balanced fertilizer the resultants are a perfect growth and perfect burn

Mr. Schroeder's mixture is so successful that he will probably place it upon the market.

—Ogdens, Limited, the English branch of the American Tobacco Co., has inaugurated a gift scheme on the American plan—a number of presents being exchangeable for cigarette coupons.

Sichel-Rosenblueth.

Richard Sichel, a popular young member of the New York city leaf trade, and Miss Theresa Rosenblueth, daughter of Mr. B. Rosenblueth, a long established and well known leaf merchant of the same city, were united in marriage on June 17. The ceremony took place at the Hotel Majestic at 6.30 o'clock in the afternoon. The Rev Dr. Schulman was the officiating clergyman.

Mr. and Mrs. Sichel have received the congratulations of a large circle of friends.

Fromer vs. Ottenberg.

The case of Clara E. Fromer against S. Ottenberg & Bros. is on the calendar of the New York Supreme Court, in Justice O'Gorman's division, and is likely to be reached soon.

Plaintiff is the wife of Louis F. Fromer, and the owner of the Adelina Patti trademark for cigars.

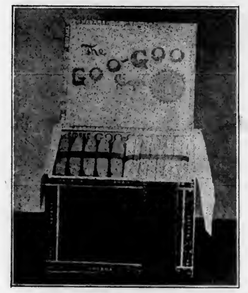
In November, 1896, a contract was entered into between Louis F. Fromer and S. Ottenberg & Bros, by the terms of which Mr. Fromer was to act as a salesman for the Adelina Patti and other brands which were to be manufactured by the Ottenbergs, at a salary of $6,000 a year and a yearly allowance of $2,500 for traveling expenses. Mr.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

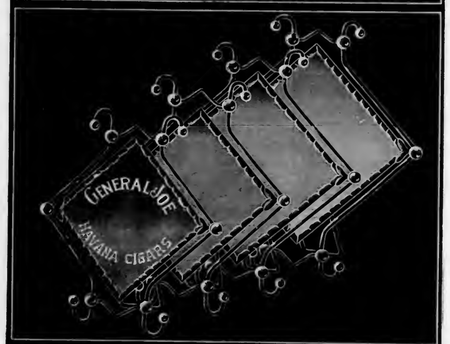
CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD



Here's A Trade Tonic
A 3-cent Cigar of Superior Quality,
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56.	STYLE 57.	STYLE 58.	STYLE 59.
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

Fromer continued with the Ottenbergs for four years and four months.

The present action grew out of their relations above outlined. Mr. Fromer is seeking to enjoin S. Ottenberg & Bros. from manufacturing cigars under the Adelina Patti trade-mark, and the defendants allege that Mr. Fromer is indebted to them in a large amount.

Wise & Lichtenstein are Mr. Fromer's counsel. S. Ottenberg & Bros. are represented by Mr. Brush.

June Weddings.

Morton E. Finch, private secretary to Hon. W. W. Fuller, chief counsel to the American Tobacco Company, and Miss Katharine Maciutyre Braden, daughter of Dr. and Mrs. Willis Valentine Proseus, were married at Trinity Episcopal church, in Tiffin, O., on June 18.

Edward Raymond Taylor, of the Continental Tobacco Company, and Miss Elizabeth Purcell are to be married this evening, June 25, at St. Agnes church, Sacket and Hoyt streets, Brooklyn, N. Y.

The marriage of W. S. Mason, chief clerk in the sales department of the Continental Tobacco Company, and Miss Edyth Hall, takes place on June 26.

Sumatra by the Statendam.

The steamer Statendam, of the Holland-America line, arriving at New York from Rotterdam on June 21, had on board the following consignments of Sumatra:

	Bales.
A. Cohn & Co.	244
Loeb Swartz Tobacco Co.	176
Otto Malchow	76
United Cigar Manufacturers	74
E Rosenwald & Bro.	67
Order,	60
Jos. Hirsch & Son,	58
H. Duys & Co.	58
Jos. Holzman,	36
L. Ashner,	30
F. & E. Cranz,	27
E Spingarn & Co.	20
Leonard Friedman & Co.	17
John H. Goetze & Co.	16
John Leopold & Son,	12
S. Rossin & Sons,	9
The Hilson Co.	5
Lewis Sylvester & Son	2
Total,	987

Theo. Werner Returns.

Theo. Werner, of Theo. Werner & Co., returned on June 14 from a sixteen weeks' visit to his trade in the West. His travels took him as far as the Pacific coast. He says the results were the most satisfactory he has ever experienced and that the Herbert Spencer is now more firmly intrenched in the affections of Western cigar lover than ever.

Mr. Werner leaves shortly for a well earned vacation in Europe.

1,000,000 a Month.

E. Regensburg & Sons, the well-known manufacturers of clear Havana cigars, of New York city, are said to be turning out 1,000,000 cigars a month, which is an extraordinary output for so young a house.

Ed. Alexander in Pennsylvania.

Edwin I. Alexander, of the progressive leaf house of Jos. S. Gans & Co., of New York, is calling on his trade throughout Pennsylvania.

Jerome Waller, of the same firm, returned last week from a prosperous trip South as far as New Orleans.

Leslie Pantin in New York.

Leslie Pantin, the well-known leaf tobacco commission merchant, of Havana, arrived in New York with his family on the steamer Monterey on June 18. They expect to remain in the United States throughout the summer.

Mr. Pantin has been calling on his friends in New York during the past week, but this week will visit his friends in Philadelphia.

"Credit to Whom Credit is Due."

We have been repeatedly complimented upon all sides regarding Dohan & Taitt's weekly full Page card. We desire to state, however, the credit belongs to one of their representatives, who is too modest to permit us to use his name in print. You can obtain the information direct.

New York Leaf Market.

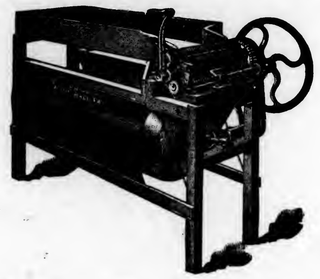
The leaf market in New York last week was a very satisfactory one. Several Sumatra importers say it was the best week they have had in six months.

The Havana men are also contented.

In domestic leaf a notable transaction was the purchase of about 225 cases of vein cutters of the new force sweated Connecticut by the American Tobacco Company. This leaf is to be utilized as wrappers on all tobacco cigarettes. The houses which are mentioned as among the sellers are Sutter Bros., Jos. Mayer's Sons and Hindsdale Smith & Co.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS
P. E. SHIRK, MANUFACTURER,
BLUE BALL, (Lancaster County) PA.

Trade-Mark Register.

Datura. 13,710.
For cigars. Registered June 17, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Our True Guard. 13,711.
For cigars. Registered June 18, 1902, at 9 a m by The Wasserman Cigar Co., Altoona, Pa.

Verde. 13,712.
For cigars. Registered June 18, 1902, at 9 a m by Maryland Lithographing Co., Baltimore, Md.

Vistula. 13,713
For cigars. Registered June 18, 1902, at 9 a m by Maryland Lithographing Co., Baltimore, Md.

Indus. 13,714.
For cigars. Registered June 18, 1902, at 9 a m by Maryland Lithographing Co., Baltimore, Md.

Our Baby Republic. 13,715.
For little cigars. Registered June 20, at 9 a m by M. Kleinberg, Philadelphia, Pa.

Lord Hilton. 13,716.
For cigars. Registered June 21, 1902, at 9 a m by E. H. Neiman, Thomasville, Pa.

Clean as the Bread You Eat. 13,717
For cigars. Registered June 21, 1902, by H. C. Schultz, Hellam, Pa.

REJECTIONS.

Champion, Challenge, A Good Runner, Cuban Republic, New Republic, Yama, Natrona, El Tres, Incas, Luxo, Leland, Bob, Black Cat.

CURRENT REGISTRATIONS.

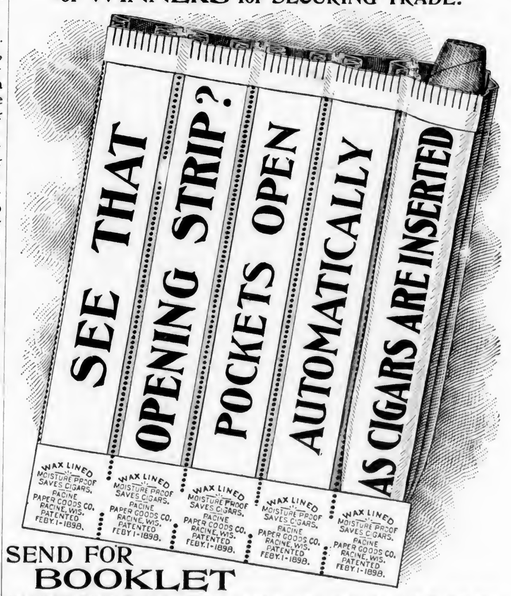
Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Morris High School, B. M. T. O., Banes, Governor John Haynes, California, Boston Flats, Commodore Barney, Count de Grasse, La Flor de Luciano & Co., Smoke "No Mistake," Lottmannette, Amor Judd, Aurenia, Johns Hopkins Monticello Volunteer Fire Department, Monticello Hook and Ladder Co., Liberty Volunteer Fire Department, Lanova, Momzer, Jamestown Whiskers, El Tio de Porto Rico, Seal of Chippewa, Senator Douglas, Miss White, Red Bengal. El Sol Vencedor, Last Chance, Ben Roth, Sehr Gut, Black Duck, Post Bag, Boston Straight, Kate Bonnet, Steel King, Pinnacle, Jean Bapiste Colbert, Miss Liberty Glories, P. L., Corona de Perlas, Colbert, Red Ox, Brown Pearls, Actor's Renown, Portaguion, Demancia, Waupakisco, Olga, Tropical Cigar, Stickney's Perfection.

Trade in Reading.

Peter D. Texter, a well-known cigar manufacturer here, who served as market commissioner the past three years, has again resumed manufacturing cigars. During his term, Mr. Texter had occasion to make a number of arrests for adulterations of milk; short weight sacks were remedied by calling to account some of the largest milling concerns in the country, and other nuisances

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting ***THE BEST*** is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL.*

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE — WIS. — STORAGE CAPACITY 10,000 CASES

Reading, Pa.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known **Crooked Traveler, 2 for 5 Cts.**

Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

out the many orders. The activity is due largely to the big demand for cigar boxes. They supply a large number of local manufacturers.

Stewart, Newberger & Co. are busy on heavy orders. The firm is advertising for additional help, and many new hands have been put to work the past few weeks. One of the firm said to me: "We have been compelled to increase our working force by 50 hands. We need them very badly, as many of the trade orders must be filled promptly. With good times, there is always a big sale for good cigars, as every body seem to think they can afford a few more than they did before. Our business outlook was never better than it is now." The firm is having a big sale on its leading brands of high grade goods.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Seneca, Vigilancia, and Monterey.

CIGARS	cases
Park & Tilford, New York	63
G. S. Nicholas, New York	47
B. Wasserman, New York	24
Estabrook & Eaton, Boston	13
Acker, Merrall & Condit, New York	12
M. Blaskower & Co., San Francisco	11
S. Bachman & Co., San Francisco	10
S. S. Pierce Co., Boston	9
Sprague, Warner & Co., Chicago	8
Waldorf-Astoria Segar Co., New York	6
Reymer Bros, Pittsburg, Pa.,	5
Duncan & Moorhead, Philadelphia	4
Godfrey S Mahn, Philadelphia	3
Price Bros., Pittsburg, Pa.	2
M. A. Gunst & Co, San Francisco	2
D. Frank & Co., Boston	2
C. B. Perkins & Co., Boston	1
H. G. Peterman, New York	1
C. Jevne & Co, Chicago	1
W. F. Monre, Chicago	1
Esberg-Gunst Co., Portland, Ore.	1
The Weideman Co., Cleveland	1
H. B. Grauley, Philadelphia	1
Total	228
Previously imported	3,786
Imported since Jan. 1, 1902,	4,014

LEAF TOBACCO	bales
G. Salomon & Bro, New York	409
J. Bernheim & Son, New York	225
Order—Various marks	137
J. P. Custaneda & Co., New York	132
Lichtenstein Bros., New York	129
Freyer & Eisenlohr, Philadelphia	90
Dohan & Taitt, Philadelphia	90
Rothschild & Bro., New York	82
A. Cohn & Co., New York	77
J. W. Scott & Co, Boston	77
Palmer & Co., New York	68
L. Friedman & Co., New York	52
A. Moeller, New York	31
I. Bijur & Son, New York	25
B. Fernandez, Milwaukee	25
Newgass & Greenhut, New York	25
J. F. Portuondo Cig. Mfg. Co., Phila.	25
L. Blumenstiel & Co., New York	20
J. Garcia, Chicago	18
J. Fabio, New York	17
S. L. Goldberg & Sons, New York	15
Lopez-Grau Co., New York	10
Hinsdale Smith & Co., New York	10
Loeb-Nunez Havana Co., Philadelphia	8
J. Vetterlein & Co., Philadelphia	8
Yocum Bros., Reading, Pa.,	7
Total	1,812
Previously reported	55,753
Imported since Jan. 1, 1902,	57,565

—Customs inspectors at Port Townsend, Ore., recently seized a quantity of Mexican cigars on board a sailing vessel, which arrived there from Guaymas.

Seaboard Air Line Railway

Shortest and Quickest Route to

SOUTHERN PINES, HAMLET, CHARLOTTE, PINEHURST, CAMDEN, MACON, COLUMBIA, SAVANNAH ATLANTA, MONTGOMERY, and FLORIDA POINTS. NEW ORLEANS and TEXAS POINTS.

Double daily limited trains, leaving New York 12:10 a m and 12:55 p m. Through Pullman Sleepers, Ladies' Coaches and Cafe Dining Cars.

Mileage Tickets of this company's issue, sold at $25 00 for 1,000 miles, are good from Baltimore via the Baltimore Steam Packet Company's boats through Norfolk, and from Washington to all points on its lines in the South, including Tampa, Fla., Montgomery, Ala., and Atlanta, Ga., thus enabling the Tourist, Manufacturer, Farmer and Stock Raiser to travel at a greatly reduced cost.

Interchangeable Mileage Tickets.—In addition to the above mileage tickets, there are on sale at all offices of this company interchangeable 1,000 mile tickets sold at $25 00. These tickets are good over the following lines, with some slight exceptions noted therein:

Atlanta, Knoxville & Northern Ry
Atlantic Coast Line R R
Brunswick & Birmingham R R
Chesapeake Steamship Co.
Georgia Railroad
Louisville, Henderson & St. Louis Ry.
Northwestern Ry of South Carolina
Richmond, Fred'cks'g & Potomac R R
Washington Southern Ry
Atlanta & West Point R R
Baltimore Steam Packet Co.
Charleston & Western Carolina Ry
Columbia, Newbury & Laurens R R
Louisville & Nashville R R
Nashville, Chattanooga & St. Louis Ry
Plant System
Seaboard Air Line Ry
Western Ry of Alabama.
Western & Atlantic R R

Seaboard Air Line Railway offer desirable locations to the Manufacturer, Home Seeker, Farmer and Stock Raiser; also special low rates.

Before deciding upon a location call on or write any agent of this company for full particulars.

W. H. PLEASANTS, Traffic Manager, 6-11-eow-2m

JOHN T. PATRICK, Chief Industrial Agent, Pinebluff, N. C.

W H DOLL, General Agent Passenger Department, 1421 Pennsylvania Ave., Washington, D.C.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

BROTHERHOOD CUT PLUG *Highest Grade*

Strictly Union Made. Dealers can be supplied promptly by

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

STAR OF TRADE CIGAR

Quality Commends THE **Star of Trade** CIGARS

Manufactured by

A. W. ZUG,

We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.

A Trial Order Solicited. **RED LION, PA.**

Sumatra Wrapped and Long Filler Goods a Specialty.

were abated. In speaking of his experience he said: "The market commissioner soon sees that there is a continued tendency among some people to live up to Tom Moore's words: 'While we travel through life, let us live by the weigh.'"

J. W. Clark recently finished a handsome sign for cigar manufacturer John J. Roth, to be used in booming his new brand which he has named for the order of the Modern Woodmen of America. The sign is hand painted, and is a reproduction of the label used on the cigar. The name of the brand appears in large letters. In one corner is the picture of an eagle holding a streamer upon which is inscribed the motto of the order, and in another is a large oak leaf, one of the emblems of the order. They will be duplicated in large numbers, and sent out to the trade.

William H. Deem, a prominent young man of Reading, purchased the good will, stock and fixtures of the cigar store and pool room of William Stanton, No. 19 North 6th street, and took possession at once. He greatly enlarged the stock and placed a number of new brands on sale. Besides, he keeps a full line of smoking and chewing tobaccos and other novelties. He contemplates making improvements to the place.

J. Cal. Corle, of Crouse & Co., cigar manufacturers, returned from a successful business trip through New Jersey.

C. L. Scheffler, cigar manufacturer, placed several additional hands at work last week. He makes a specialty of the Royal Mystery and the Ideal, both nickel brands, and enjoys a large local trade.

Breneiser Bros. are making a fine window display of Porto Rican cigars and the new nickel brand, the Reading Flyer.

"We were never so full of orders since we were in business as we are at present," said James W. Yocum, of Yocum Bros. "We usually have 300 hands at work, but now employ over 400. We have large orders from all parts of the country, and we are kept hustling night and day to get them out."

The factory of M. Steppacher here has been busy for some months. He sends a large block of his product into New England. He manufactures union goods only, and operates the largest strictly union plant here.

The cigar box factory of A. Thalheimer & Son is run overtime every night in the week in order to get

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa.**
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. **Tilden, York Co., Pa.**

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

Hannibal Hamlin

High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.
Makers,
YORK, PENNA.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

We Can Only Benefit You,

MR. JOBBER or DEALER, if you will permit us to submit Samples of Our Line of Cigars. We strive hard to uphold our reputation for honest and fair dealing and would certainly appreciate an opportunity of serving you.

☞INQUIRE FOR PRICES☜

Only Best Seed and Havana Cigars.
PENN CIGAR COMPANY, READING, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher. **Hopkinsville, Ky.**

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Mr. Butler's Charges.

District Attorney Jerome, of New York, has received a letter from W. Bourke Cockran, counsel for the plaintiffs in the civil suit brought against the Directors of the Consolidated Tobacco Company, by George P. Butler and Susan K. Elmes, which he has turned over to Assistant District Attorney Rand to see whether there is warrant for the presentation to the Grand Jury of criminal charges against Directors of the company. Mr. Cockran's letter is in part as follows:

On Friday last, in the Supreme Court, during the hearing of a motion to vacate two orders for the examination of James B. Duke and Thomas F. Ryan in actions which had been brought against them and others as Directors and officers of the American Tobacco Company, for obtaining from their stockholders property of enormous value, without consideration, by fraudulent concealment of earnings, present and prospective, as well as by misleading statements, Mr. De Lancey Nicoll, who appeared as their counsel, assigned as one of the chief grounds of his application that the acts set forth in the plaintiffs' papers constitute a criminal offense under Section 168 of the Penal Code, and that his clients could not testify to these transactions without incriminating themselves.

Asked specifically by Mr. Justice Clarke if he meant to be understood as pleading on behalf of Duke and Ryan the privilege of persons accused of crime, he answered in the affirmative.

I had myself believed that the perpetrators of the stupendous frauds which formed the subject of the motion had succeeded in keeping themselves beyond the letter of the law defining criminal conspiracy, but in view of the contrary opinion publicly expressed by such an eminent authority—and supported by the most impressive reasoning—I have, after careful reflection, reached the conclusion that it is my duty to present the matter to the prosecuting officer of the county. I send herewith all the papers read on argument, together with Mr. Nicoll's luminous demonstration that the acts described in them constitute a crime—legally as well as morally.

Plaintiffs in the two actions were holders of stock in the American Tobacco Company, which they exchanged for 4 per cent bonds of the Consolidated Tobacco Company. They allege that they were defrauded in the exchange, where profits properly belonging to them went to the Directors whom they accuse.

Importance is given in the deposition of the plaintiffs to their charge that in offering bonds yielding 8 per cent. on the par value of the stock to be taken in exchange for stock paying 6 per cent. and earning 9 per cent., the defendants acted on advance information that the company would take full benefit of the remission on July 1, 1901, of 40 cents a thousand internal revenue tax on cigarettes. The claim is made by the plaintiffs that this increased the earnings of the company much more than $1,000,000.

Mr. Nicoll in turn has forwarded a letter to the District Attorney in which, after stating that Mr. Cockran had sent him a copy of his letter to Mr. Jerome, he says in part:

In July, 1901, the Consolidated Tobacco Company offered to purchase from the common shareholders of the American Tobacco Company and the Continental Tobacco Company their respective shares in exchange for the Consolidated Company bonds, bearing interest at 4 per cent., at the rate of two bonds for one share, $100 par value, of the common stock of the American Tobacco Company and one bond for one share, $100 par value, of the common stock of the Continental Company.

All of the stockholders, excepting those holding 12,000 shares of the American Tobacco Company, and even a larger proportion of the Continental Tobacco Company accepted the offer and exchanged their stock for bonds.

Most of these 12,000 shares were then assembled into a pool or syndicate, on behalf of which four suits had been brought, which, from one standpoint or another, attack the validity of the Consolidated Tobacco Company's offer to purchase.

Most of the persons interested in this pool are also connected with the Universal Tobacco Company, organized by Messrs. Cockran, William H Butler, and others as a rival of the American Tobacco Company in April, 1901, and the suits which have been brought are all under the direction or control of Mr. Cockran and his associates, one of whom at least is a gentleman well known in the financial world as a promoter of strike litigation.

In the suit first brought, that of Davis vs. The Consolidated Tobacco

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

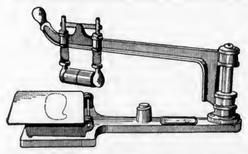
Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.
H. L. WEAVER, E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular
WM. S. GLEIM, Lancaster, Pa.

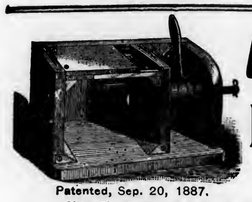
J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

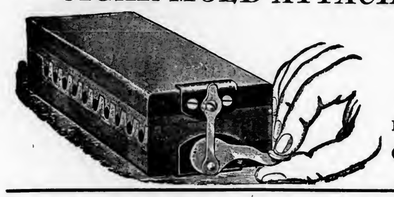
H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

IF YOU WANT
A Havana Cigar
that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the
Fleck Cigar Co., Ltd.
Reading, Pa.

You may say there are few 5c. cigars that contain Havana, but remember
"The Eastern Buffalo"
IS ONE OF THE FEW.
WE MAKE STRICTLY STANDARD QUALITY GOODS.
A Sample Order Will Convince You. Try It.


Patented, Sep. 20, 1887.
A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press
Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.



Company and others, I obtained an order for Davis's examination, which the court sustained on a motion to vacate. After appealing from that decision, Davis within the past few days has obtained ex parte an order to discontinue his suit, which order I am about to set aside. If he does not escape examination by a discontinuance, I shall probably be able to show just how and why and by whom the combination of outstanding shares was formed as the result of which Davis was put forward as the first plaintiff.

The second suit is brought by Mr. Mumford, a lawyer who never owned any shares of stock in the American Tobacco Company, except some purchased for him by his broker on margin and afterward exchanged for bonds. Before the suit was commenced the bonds were sold at a profit. Mr. Mumford now owns neither bonds nor stock.

The third suit is brought by George Butler, a brother of William H. Butler, the President of the Universal Tobacco Company.

The fourth suit is brought by Mr. Cockran himself in the name of a relative, Mrs. Susan K. Elmes. The plaintiff does not appear even to know of the existence of the suit, the affidavit upon which the order for examination was granted being sworn to by Mr. Cockran.

In the last two suits, those brought by Butler and Elmes, about a fortnight ago Mr. Cockran obtained at Special Term, Part II, two orders to examine Messrs Duke and Ryan on the ground that their examination was necessary to enable him to frame a complaint in both suits. The papers upon which these orders were granted contained a number of charges of fraudulent mismanagement on the part of the Directors of the American Tobacco Company, all based upon information and belief only. For many reasons it was deemed unnecessary to move to vacate the orders upon affidavits denying the numerous false and scandalous accusations contained in the affidavits upon which the orders were granted. It was thought sufficient for the present to point out the fatal imperfections in the papers themselves.

Among other grounds for vacating the orders, I stated to the court that the allegations upon information and belief, with no sources of information or grounds of belief stated, might amount to a charge of criminal conspiracy, and on that ground alone they should be vacated in accordance with the numerous decisions upon the subject with which I know you are familiar. In other words, I argued that a plaintiff cannot make a series of reckless charges upon information and belief and then require the defendants to be examined to prove them.

The defendants put themselves in the attitude of demurring to the authority of the allegations to sustain the orders. If Mr. Cockran thinks that because we demurred to the papers we admitted their contents to be true, except for the purposes of the motion, he shows that he has forgotten those elementary principles of procedure with which every law student is familiar.

The affidavit upon which the order for the examination of Davis was granted charged that he was not the real party in interest, but the representative of the pool who had collected about 12 000 shares for the purpose of realizing a profit by means of a law suit. Some of the allegations were on information and belief. Counsel for Davis argued that the charges in the affidavit amounted to an accusation of criminal conspiracy and blackmail, and that, for that reason, among others, the order should be vacated.

It was said in the plaintiff's brief that "the only purpose of the examination sought by the defendants is to ascertain the names of supposed conspirators. Will the Court permit an examination where the sole object of the examining party is to establish a criminal act? The wild allegations of these astute Directors must defeat their own purpose. The authorities are unanimous that the examination will not be allowed for any such object."

I did not understand at the time that Davis had admitted that such a criminal conspiracy existed because he chose to move on my papers without answering affidavits, but if Mr. Cockran's view is adopted and my clients are deemed to have admitted the charges in his affidavit, I must ask you to apply the same rule to Davis, his associates and backers.

At a proper time, and when, if

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 85,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order.
JOHN E. OLP,
Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

ever, Mr. Cockran frames a complaint, the defendants will be ready with their defenses, but in the meantime I would not have you suppose for a moment that they admit the truth of any of the false, reckless, and scandalous matters contained in his affidavits.

Mr. Cockran has now resorted to a practice not unknown but seldom approved, of attempting to put additional pressure upon the defendants in a civil litigation by referring the matter to the District Attorney. I beg that you will not allow your office to be made use of for such purposes.

Tobacco Production In 1900.

The U. S. Census Bureau, on June 21, issued a report on manufactures of tobacco for 1900, which shows a capital of $124,089,871 invested in the industry. The value of the product is returned at $283,076,546, to produce which involved an outlay of $8,951,534 for salaries of officials, clerks, &c., $49,852,484 for wages, $79,495,422 for miscelleaneous expenses, and $107,182,656 for materials used. The value of cigars and cigarettes was 56.6 per cent. of the total value of all tobacco manufactures, chewing and smoking tobacco and snuff, 36.7 per cent., and tobacco stemmed and rehandled, 6.7 per cent.

The total production of the United States for 1900 was 868,163,265 pounds, an increase of 379,906,629 pounds, or 77.8 per cent. over the crop of 1890. All the States and Territories were represented, except Colorado, District of Columbia, Nevada, Rhode Island and Utah, but the cultivation of tobacco on a large scale was confined to comparatively few States.

The combined production of cigars and cigarettes for the year ending December 31, 1900, approximated nine and one-half thousand millions. More than 118,000,000 pounds of tobacco were used in their manufacture, the average being 12.6 pounds of tobacco to each thousand cigars and cigarettes. In cigars alone an average of 17.1 pounds of tobacco were used to each thousand, and in cigarettes an average of four pounds. Pennsylvania was the leading State in the separate manufacture of cigars, with a production of 1,624,527,885; New York, Ohio Maryland and Illinois followed in the order named with 1,291,275,550, 658,819,883, 403,548,626 and 281,400,268, respectively. The combined product of these five States was 4,259,570,212, or 60 per cent. of the entire output in the United States.

Latest News from York, Pa.

Wednesday of last week was the banner day for tobacco salesmen at Red Lion; there were as many as fifteen present during the noon hour at the hotel. Certainly it would seem that the tobacco business is booming, judging from the great number of salesmen who come to this section weekly.

George W. Hankey, a local cigar manufacturer, is going into the leaf tobacco business, with headquarters on West Princess street.

John Little, located at Hanover, has just returned from a short stay in Altoona, where he had gone for a few days, combining business with pleasure.

At the Sutter warehouse, I. B. Hostetter manager, the packing of tobacco has been completed.

The usual activity is displayed at A Sonneman's place of business on South George street.

The local dealers are an uncomplaining lot of merchants, probably due to good business. Conspicuous to the trade during the week were the El Orient, The York Standard, J. H. Styles and D. A. Shreiver & Co.

Prominent visitors during the week were: John Ryan, label salesman, from Cleveland, O; E. Levison, with G. Falk & Bro., New York; Mr Myers, with M. Kemper & Son, Baltimore, and George Gibson with Sneeringer & Co, Baltimore.

—F. S. Hurlburt has commenced business as a cigar manufacturer in Elmira, N. Y.

The Inscription of June 20

At the inscription at Amsterdam on June 20, the total number of bales of Sumatra sold was 15,776, of which the Americans took about 1,200.

E. Rosenwald & Bro. secured 400 bales the marks being Lankat Tab. My / H L; Deli My /; Deli My D Lankat; Medan S Lankat; S M Sumatra / M and St. Cyr Deli.

G. Falk & Bro. purchased 280 bales T. T. R. Lankat and other marks.

E. Spingarn & Co. bought 150 bales Paya Jambu.

Jos. Hirsch & Son secured 155 bales of Medan Tab. My S Lankat and Sakoeda Lankat.

S. Rossin & Sons purchased 150 bales G E Lankat and Deli My A.

A. Cohn & Co. purchased 50 bales S S T Co B and Senembahs.

L. Schmid & Co. were also among the purchasers.

Following is a list of the tobaccos sold:

By the Deli My.—8,632 Bales.
785 Deli Maatschij
564 " " /A
97 " " /D/Lankat
655 " " /K
835 " " /K B/Lankat
402 " " /T S
244 S K M
375 Senembah Maatschij
514 " " /B K
633 Medan Tab. Mij/S/Langkat
400 S & R/Deli
327 J L/Pakaran/Deli
80 L/Deli
521 T T R/Langkat
415 S S T Cy/B
324 G E/Langkat
258 M & K/Lankat
329 S P C/P

By Bunge & Co.—1,265 Bales.
217 L P C/Doerian Moelau
452 " /Soengei Gerpa
596 Paya Jambu/Langkat

By the Nederlandsche Handel My.—1,263 Bales.
475 Langkat Tab. Mij/HL
230 " " /G L
130 " " /V D P
428 N T/Langkat

By the Algemeene Consignatie-Bank—776 Bales.
240 Franco Deli/C
389 Langkat Plant. Mij/P T
147 K & S/Deli

By the Deli Batavia My.
640 Bales Deli Ba Mij/T H

By H. G. Th. Crone—574 Bales.
383 J H M/Deli/B
129 " / " /C
62 Lamp Cult. Mij/Soengei Langkat/Sumatra

By the Deli Langkat Tabak My.
475 Bales Deli Langkat Tab Mij/St Cyr/Deli.

By Van Heekeren & Co.—414 Bales
195 Deli/Ma
155 Tador/Deli
64 S/Deli

By the Amsterdam Deli Co.
334 Bales P T M/Deli

By the Serdang Tabak My.—343 Bales.
244 S M/Sumatra/A
99 Sumatra/Z

By the Amst. Sum. Cultuur My.
310 Bales A S C M/C

By the Asahan Tab. My. "Silau."
295 Bales A T M S/S

By the Deli Tabak My.
259 Bales Deli Tab. Mij/A

By Van Eeghen & Co.
196 Bales S C/Del

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

During the past week we have visited several of our best tobacco towns in Massachusetts and have seen very many fields of tobacco, and are thus better enabled to express an opinion relative to its general condition. The crop is practically all set and mostly hoed the first time, and much of it the second time. True, there are a few who have but just finished setting. These growers failed to obtain plants, and necessarily had to buy of their more fortunate neighbors, and had to be in waiting until the first finished, or nearly so, before they could have access to the beds. Taking into consideration the cold and backward season, we have seldom seen so good a stand as we have seen the past week. We have heard of one or two instances where the crop has been harrowed in, and the land to be reset. In one instance it was deemed advisable on account of the mixture of Sumatra with Havana seed leaf. The grower had Sumatra growing under shade, and some outside of the shade, and his seed plants were fifteen to twenty rods apart, yet the seed was so mixed that the growing plants showed a decided Sumatra strain. So he is setting the large fields over, buying the plants that are not contaminated. So growers this year must beware, or they may get a strain of tobacco they do not want.

Our correspondents write:

Montague: "There is an increased acreage this year of some more than 25 per cent. A. M. Lyman raises 7 acres or more and is the leading cultivator in town. It is all set and is being hoed the first time; not much trouble so far from cut worms."

Whately: "There is one patch of 2 acres under shade, owned by L F. Graves. He sets 12,000 plants to the acre. Every other row is set about four inches farther apart. This is to render it easier to get around when plucking the leaves in harvesting. He sold his last year's crop for $1.25 per pound and to

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

J. E. SHERTS & CO.
Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

MAKE MORE MONEY

The way to make more money is to make more and better cigars in less time and at less cost than you have heretofore been doing.

Perhaps you do not need to be told that, but you do need to be told and convinced that the DuBrul Dieless Suction Table will enable you to do all this, and that it is, therefore, a money-maker which you cannot afford to overlook for another day.

By the aid of this table you get a hand-made cigar in the easiest way, the quickest way, and the most economical way.

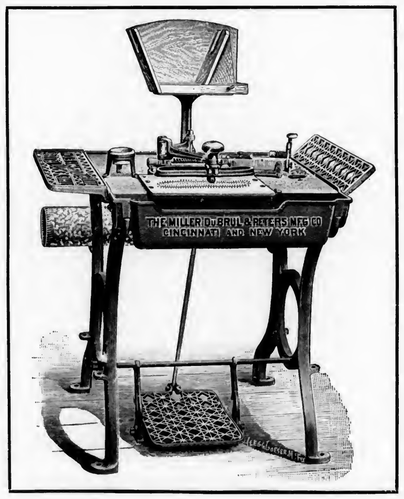
The machine rolled cigar is unsatisfactory, to say the least.

The human hand governed by a skilled brain is the only thing that can make good cigars.

The reason is, that a cigar cannot be well made and cannot smoke well unless the wrapper "hugs the bunch" exactly and tightly at every point, and unless the head is made with the utmost care.

Machine rolled cigars have poor heads, the wrapper does not fit, "skippers" come often, and the numerous "pockets" along the lap edge make the whole thing an inferior product.

With the DuBrul Dieless Suction Table you get the best possible product.



The removal of the dies and rollers in this table does away with all previous objections to suction tables.

The DuBrul table is very simple in mechanism, the cutting is done by a circular knife which is easy to keep sharp, and there are no dies or anything else in the way of the operator.

It always cuts a perfect wrapper with a clean cut edge.

There is no waste, no wrappers getting mashed or twisted in the rollers and, as the cutting mechanism swings away after the wrapper is cut, the operator has all the room needed, and a wrapper in perfect condition with which to do a good piece of work.

Operators like this table because it is simple, and they won't leave it for any die table.

Foremen like it because there is no sharpening of dies and no adjusting of anything.

Manufacturers like it because it is a money-maker without an equal.

We have just issued a little book which tells all about this table, and, why you ought to have it.

This book we will be glad to send to you if you write. Ask for booklet W. S.

Please remember that we sell the best die table made, and can show you either style at our offices.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

share in what it brings more. The fields of tobacco look well and are largely hoed and stocked over."

Hatfield: "We visited but one tent of shaded leaf, that of Graves & Warner, 10 acres. This tent is fully 80 rods long and some 20 rods wide. The cloth is much heavier than was used last year. The threads are about twice or three times as large as those in use last year, costing half a cent more per yard. The plants are growing now finely. Other tents were seen but not visited. About 25 acres are in Hatfield. A large portion of the crop has been hoed twice."

Northampton: "Also showed many fine fields, but not quite as large as we see in Whately and Hatfield. The same is true of Hadley and Amherst."

North Hatfield: "The transplanting of tobacco is a thing of the past and we have a remarkably good stand, practically no cut worms. Wire worms have caused some trouble. A few acres suffered from a sand storm covering the plants. Oscar Belden & Sons have the banner piece of tobacco, set May 13 and 14, will be ready to top about July 4."

Feeding Hills, Mass.: "Tobacco is nearly all set out and conditions are favorable. No worms to speak of, so comparatively little resetting will be necessary. The 40 acres under tents on the E. H. Smith farm is growing rapidly, being over one foot high."

—

BALDWINSVILLE, N. Y.

There still continues to be no stir in the local market and no sales of any kind have been reported in this vicinity. Everything has been quiet at the warehouses, from which only small shipments of case lots have been made. A number of growers have been transplanting, some of whom have finished, and by the end of the week a considerable amount will be set. Reports which continue to come in show that there will be a considerable falling off in the acreage this year, this being accounted for by the low price which prevailed on last year's crop and the backwardness of the season.—Gazette.

—

EDGERTON, WIS.

The transplanting of the new tobacco crop is yet the absorbing topic throughout the growing sections of the state. The growers have been favored with ideal weather for this work and the recently set plants never made a better showing in the fields at this date. The close of the week will see them well along with the planting.

The buying movement in last season's crop is drawing to a close. An occasional lot is being lifted by a few dealers who are yet in the market at prices heretofore quoted. The growing districts are about as closely cleaned up of cased goods as the average of other years.

In cured goods the market continues remarkably quiet both at home and in the eastern leaf centers. The most important late transactions are the sale of the Dwight Loomis packing of 1900, 700cs, to the Bamberger firm and the Esperseth packing, 600cs, of Vernon county 1901 leaf to Fred Eckhart. George Rumrill reports the sale of 50cs for the week.

Shipments, 1,117cs.—Reporter.

—

HOPKINSVILLE, KY.

M. D. Boales.

The unfavorable crop reports, smaller receipts, factories winding up, and current estimate that bulk of crop is in warehouses and sold, caused the market to open active and stronger with prices a shade higher for nearly all grades. Bremen Spinning cigar styles and the better styles were most in demand. More inquiry and new orders coming on the market every week. Lugs and Common Leaf fully sustain former prices, with no let up in demand.

Estimate 90 per cent of the crop planted three quarters is standing. Plants overgrown and about exhausted.

Lugs-Com. 4½ to 4¾c; Med. 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf-Com., 5¼ to 6¾c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Short fat Bremen Leaf, 6½ to 10c; Cigar Wrappers, 7½ to 11c; Plug Wrappers, 8 to 12c.

Receipts for the week, 465 hhds; year, 10,025. Sales for the week, 705; year, 5,228 Offerings, 511; Rejections, 93.

—

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 637 hhds; offerings on the breaks, 1,011 hhds; sales, 1,103 hhds.

The market continues active and strong for spinning sorts, and generally unchanged on the rest of the market.

We had showery weather the early part of the week, which planters took advantage of where the rains fell.

Shipments are going out freely and warehouse stocks will soon show some reduction.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana CIGARS
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices. **Mount Joy, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

H. S. SOUDER,
Excelsior Steam Cigar Box Factory,
MANUFACTURER OF
Cigar and Packing Boxes,
DEALER IN **CIGAR BOX LUMBER,**
Cigar Ribbons and Labels and Fine Label Work a Specialty.
Gold Leaf Embossed Work. Telephone Connection.
SOUDERTON, PA.

"From Farmer to Smoker."

The following circular is being distributed in the trade:

"If the present conditions of the tobacco trade, instigated and pushed by the tobacco trust, continue uncontrolled, another five years, there won't be an independent farmer nor a self-choosing smoker in the United States. To day the farmer suffers because the trust determines what shall be paid him for his crop, and the smoker suffers because, eight times in ten, he is compelled to take the cigar offered him by the trust, as his neighbor, the smoker and chewer of tobacco, is forced to use the products turned out from the factories of the trust.

"It is time to call a halt.

"Will it be pretended, for a moment, that tobacco tastes any better, gives more satisfaction, because fences are covered with pictures of an enormous and hilariously disposed Durham Bull? Will any sane man assume that his cigar is any more relishable, or that his blue smoke curls more gracefully, because the cedar boxes are ornamented with the label of the American Tobacco Co? The conditions of the tobacco trade at present, of necessity, attract the attention of every man connected with tobacco, from the farmer to the smoker. In every State where the raw material is grown, sold, manufactured and delivered by jobber or retailer, distress is the stamp felt by one and all. The profits, never excessive, are reduced to the minimum, and, to quote a phrase made by a distinguished Congressman, growers and dealers alike exclaim, with consternation in their tones, 'Where are we at?' To this serious query there can be but one answer, 'We are on the verge of ruin.'

"Come together.

"This is an appeal to all dealers in tobacco. We all feel the iron hand, all recognize the source of trouble, all are convinced that "something must be done," but what is that "something?" In union there is strength; no power on earth can withstand united action, when the object is a matter of common sense and equity. If a meeting of reputable and well-known dealers were to request the Commercial Travelers, for instance, to issue a card to all dealers, requesting them not to use the products of the tobacco trust, and to post conspicuously a notice to that effect, it would be a starter of tremendous proportions; or let all manufacturers of cigars, tobacco and cigarettes unite themselves, and adopt a label issued by the independent manufacturers, this label to be advertised in all papers and explaining the object to the public. One by one all labor organizations would form into line, and in a year such show of intelligent strength would be made that the trust, which lives on the good will of the people, would be a thing of the past. The agitation of the beef trust's methods has proved what may be done when the press and public work together in the best interest of the commonwealth. That the press will be with us no one can doubt. The only question is whether we are with ourselves.

"Let us meet.

"Let us act.

"OSCAR REINACH."

LATE REVENUE DECISIONS.

Sales of Leaf by Manufacturers.

A collector who referred to the Commissioner the request of a cigar manufacturer to return a bale of leaf tobacco to a leaf dealer was advised that the Regulations, No. 8, page 8, provide that a collector of Internal Revenue may issue a special permit on Form 100 for the transfer of leaf tobacco by a manufacturer to a dealer or other manufacturer, and make an entry thereof in his Record No. 111, and that it is not necessary in such cases to refer the application to the Commissioner, unless the manufacturer transferring the tobacco is discontinuing business.

Manufacturers' Labels.

The Commissioner has ruled that a tobacco manufacturer may wrap individual pieces of plug tobacco, or rolls of twist tobacco, in a wax paper wrapper, on which may be printed words referring to its quality or sale, together with its trade mark name, and the manufacturer's name and address, provided the words do not contain any promise or offer of, or any order or certificate for, any gift, prize, premium, payment or reward, in violation of the Regulations, No. 8, Supplement No. 1, respecting the contents and the marking and labeling of statutory packages, and in which it is held that a manufacturer may affix to a stamped package of tobacco, or upon individual parcels of plug or twist, any label that may indicate the character of the contents of the package, the special trade mark, or the particular name or brand known to the trade.

Tin Packages for Cigars.

A manufacturer was recently advised that tin boxes without any advertisement of any kind, except that relating to the sale of Cigars, are approved for the use of manufacturers in packing a statutory number of cigars, the boxes to contain 25, 50, 100, 200 or 250 cigars, and each box to be properly stamped, and the stamp so affixed as to seal the package and prevent the cigars being removed without breaking the stamp; and, further, that each stamp must be canceled by waved lines extending at least three-fourths of an inch on each side of the stamp, which must be canceled by the registered factory number and date of cancellation being written or printed thereon; and to each such box must be affixed a caution notice label, or, in the case of tin boxes, the caution notice in form prescribed by the Regulations, No. 8, page 56,

A Whole Building on Broadway

less the ground floor (5 floors, just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES Gold Leaf Embossed Work
of Every Description
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Reduced to $2.50 per lb.
550 Times Sweeter than Sugar.
CLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

as provided by section 3393, Revised Statutes, may be printed or lithographed directly on the box by the manufacturer, and the registered factory number, district and State, and the number of cigars, must be stamped, indented or pressed into each box, as provided by section 3397, R. S. It was further advised that where a manufacturer desires to use boxes other than those made from wood, the regulations require that a sample package showing the manner in which the box will be labeled, branded and stamped, and the number of cigars intended to be placed in each box, can be submitted to the Commissioner for inspection and approval. Attention was called to page 54 of the Regulations relating to packages other than wooden boxes, and it was suggested that it is not necessary that the sample box submitted to the office shall contain cigars; but an empty box showing the manner in which it is proposed to attach the stamp or affix and print the label thereon and brand the box, must be submitted to the office if it is desired to use such boxes.

Rebate Regulations.

The following instructions in regard to the provisions of the act of April 12, 1902, for rebate on tobacco and snuff, have been issued by the Commissioner of Internal Revenue:

Section 4 of the act approved April 12, 1902, entitled, "An act to repeal war revenue taxation and for other purposes," provided for the allowance or drawback of tax on all original and unbroken factory packages of smoking and manufactured tobacco and snuff held by the manufacturers or dealers on July 1, 1902, and upon which there has been paid a tax higher than six cents per pound, after making the proper allowance for discounts and rebates authorized and allowed under section 4 of the act approved March 2, 1901.

The drawback or rebate of tax anticipated by section 4 of the act of April 12, 1902, will not apply to tobacco or snuff which was tax-paid at the rate of six cents per pound prior to June 14, 1898, and removed from the factory or custom house prior to that date, nor will it apply to tobacco or snuff which a dealer in tobacco included in his return and upon which he may have paid an additional tax of three cents per pound, as provided by the second and third paragraphs of section 3 of the act approved June 13, 1898, entitled, "An act to provide ways and means to meet war expenditures and for other purposes," and which additional tax of three cents per pound was paid by way of assessment by persons who had on hand an excess quantity of tobacco and snuff above one thousand pounds and upon which tax had been paid subsequent to April 14, 1898, and prior to June 14, 1890. Nor will such drawback or rebate of tax apply in any case where the original is not presented within sixty days after July 1, 1902, and no claim can be allowed or drawback paid for a less amount than $10.

This office has adopted and provided for the use of manufacturers and dealers a blank form of claim, Form 481, revised; and has also prescribed and provided regulations which will govern the preparation, acceptance and allowance of such claims under the aforesaid act, viz., Regulations No. 8, Supplement No. 3. Collectors will also be provided with special schedules, Form 482, which will be used by them in forwarding claims to the Commissioner of Internal Revenue for examination and allowance.

The office has also provided a special inventory, Form 70a, that will be used by manufacturers of tobacco, who will be required to inventory their stock of material, including stemmed and unstemmed leaf tobacco, scraps, cuttings and clippings, and all manufactured tobacco and snuff, including that which is stamped, and separated from that which is unstamped, and on hand at the factory, and the value of all unattached stamps on hand purchased at a discount of 20 per centum, as provided by section 4 of the act of March 2, 1901.

The office will make but one general distribution of these blanks, and there will be no opportunity for supplying collectors with additional blanks; therefore they must exercise the greatest economy in the distribution of the same.

Every manufacturer and dealer in tobacco who made a claim for rebate of taxes on tobacco products under the act of March 2, 1901, should be furnished with a blank form of claim, Form 481, revised, without an application being made therefor.

Manufacturers of tobacco must each be supplied with three blanks, Form 70a, which must be prepared by the manufacturer on the 1st day of July, 1902, and returned to the collector in duplicate, one copy of the same to be retained by the collector in his office, the other copy to be forwarded to the Commissioner of Internal Revenue.

The collector or deputy collector receiving a claim, Form 481, revised, for rebate on taxes on tobacco and snuff will immediately endorse thereon the date on which it was received.

Attention is called to the last three paragraphs of the Regulations,

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER OF PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF SMOKERS' ARTICLES, &c.
LONG CUT TOBACCO
40 W. Orange St.
Lancaster, Pa.
Our Leading Brands: LANCASTER LONG CUT · LANCASTER CUT PLUG · SHIRK'S 5c. DURHAM · TROTTER SCRAP · For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. **Reading, Pa.**

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

page 16, relating to the accounts of manufacturers of tobacco and snuff, and the preparation of Form 146, for the six months' period ending June 30, 1902, which statements of account must be completed and forwarded to this office within sixty days from the 1st day of July, 1902.

A New Stripping Device.

F. E. Gulickson, of Cashton, Wisc., has secured a patent on a device for stripping tobacco from laths. If this device is shown to be practiced, a large sale for it among the tobacco growers can no doubt be created.

BUSINESS CHANGES, FIRES, Etc.

Alabama.

Montgomery—Loeb & Neumann, cigars and tobacco; dissolved; F. Neumann succeeds.

California.

Los Angeles—W. B Brownfield, cigars; sold out to G. B. Henry.

Whittier—J. N. Pooler, cigars, etc.; succeeded by G. H. Horney.

Indiana.

Fort Wayne—Conrad Bayer, cigar manufacturer; incorporated as the Cooney-Bayer Cigar Co.

Indianapolis—Louis G. Deschler, wholesale and retail cigars; canceled real estate mtge. $2,500.

Warren—Henry Wuersten, cigar manufacturer, dead.

Iowa.

Davenport—Wm. Behm, cigar manufacturer; succeeded by Alfred Behm.

Massachusetts.

Boston—Max Rosenthal, cigars, etc.; discontinued.

Reading—Ellsworth Pierce, cigars, etc.; discontinued.

New Jersey.

Jersey City—Wm. Gotthardt, of Wm. Gotthardt & Co., cigar manufacturers, dead.

New York.

Lestershire—H. A. Miller, cigar manufacturer; bill of sale, $1,500.

Troy—Henry J. Wetsel cigars; sold out.

Ohio.

Findlay—Enz & Woodard, cigars, etc.; chattel mtge. $300.

Pennsylvania.

Philadelphia—Bertha S. & Samuel I. Smith, cigars; judgment, $4,100.

Tamaqua—Geo W. Krell, cigars and tobacco; satisfied judgment $500.

Texas.

Beaumont—Martinez Cigar Mfg. Co., (not inc.) succeeded by Martinez & Co.

PATENTS RELATING to TOBACCO, Etc.

702,708 Manufacturing smoking pipes; Walter C. Cunningham, assignor to N. L. Cunningham, St. Paul, Minn., and O. P. Higdon, Ottumwa, Ia.

702,639 Cigar-vending machine; Wm. R. Dutemple, Auburn, R. I.

702,437 Electric cigar-lighter; Wm. F. Kessler, Auburn, Ind.

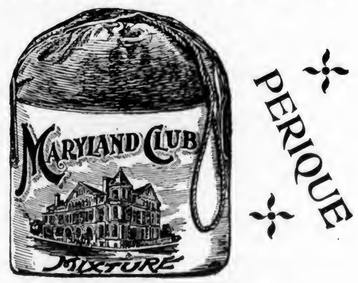
702,438 Cigar lighter; Wm. F. Kessler, Auburn, Ind.

702,683 Power transmitting device for match-machines; Thomas W. Synnott, Wenonah, N. J.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS



MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

S. L. JOHNS,

McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

OF

PENNSYLVANIA and HAVANA SEED of the 1900 Crop

Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

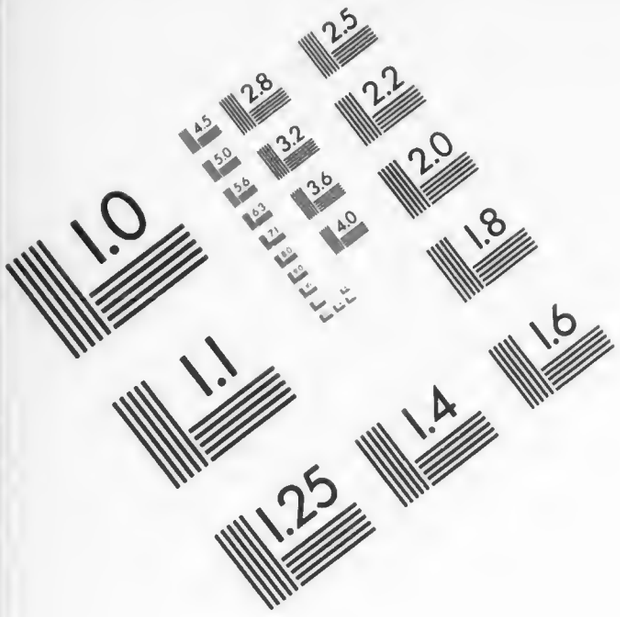
Let me Quote you Prices. *You Will Find Them Right.*

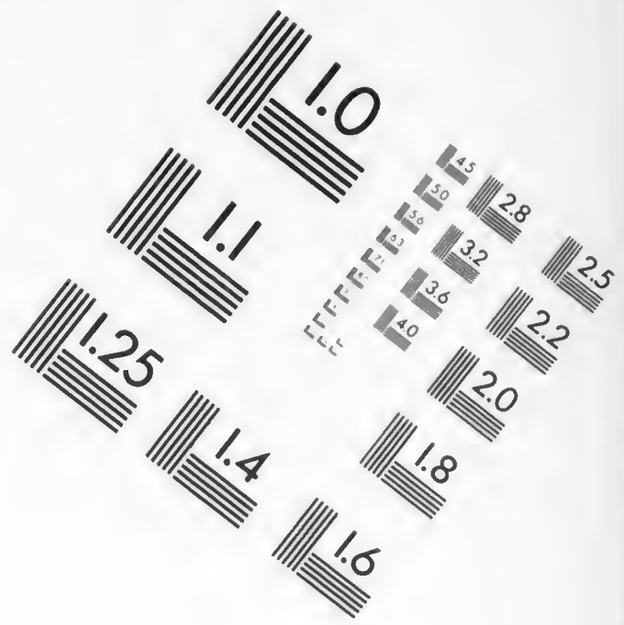
WAREHOUSES:

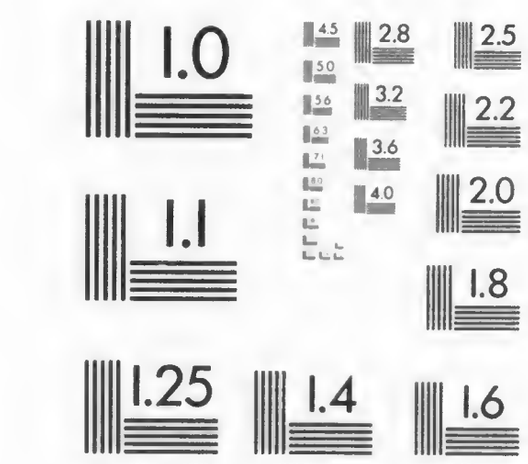
Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

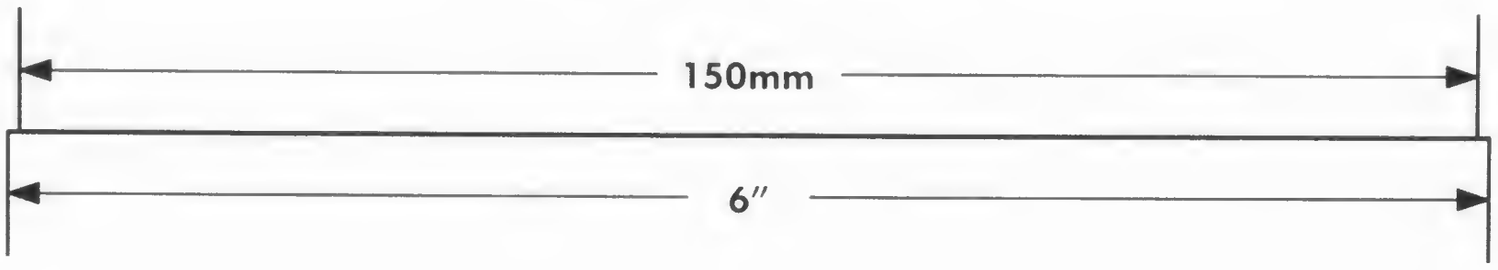
End of Volume

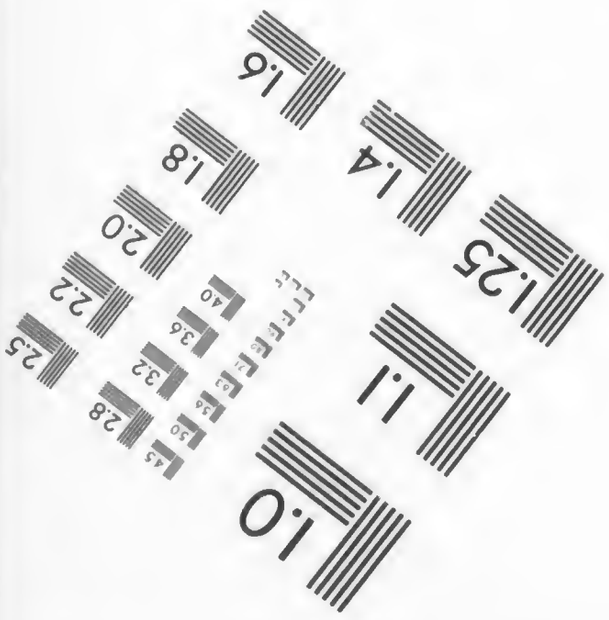
IMAGE EVALUATION
TEST TARGET (QA-3)





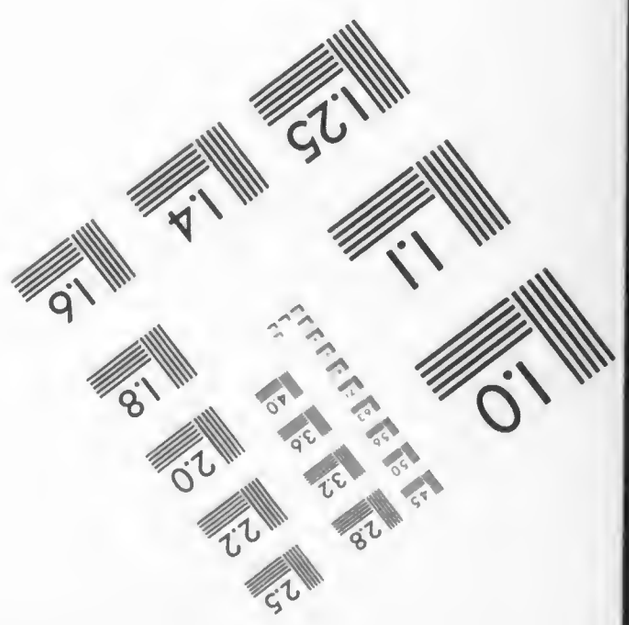






APPLIED IMAGE, Inc
1653 East Main Street
Rochester, NY 14609 USA
Phone: 716/482-0300
Fax: 716/288-5989

© 1993, Applied Image, Inc., All Rights Reserved



CONTINUED
ON
NEXT REEL

END OF REEL
PLEASE
REWIND